

# The Michigan Tradesman.

VOL. 3. GRAND RAPIDS, MICHIGAN, WEDNESDAY, MARCH 31, 1886. NO. 132.

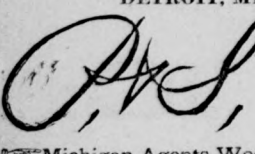
**DETROIT FREE PRESS CIGAR.**  
10c Cigar for 5c.  
**Brown Bros.**  
MANUFACTURERS,  
DETROIT, MICH.

**LUDWIG WINTERNITZ,**  
STATE AGENT FOR  
**Fermentum,**  
THE ONLY RELIABLE  
Compressed Yeast.  
Manufactured by Riverdale Dist. Co.  
106 Kent Street, Grand Rapids, Michigan,  
TELEPHONE 566.  
Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address.

**PLUG TOBACCO.**  
**TURKEY .39**  
Big 5 Cents, .35  
Dainty {A fine revolver, .42  
          {with each butt.  
All above brands for sale only by  
**BULKLEY, LEMON & HOOPS**  
WHOLESALE GROCERS,  
GRAND RAPIDS, MICH.

**EATON & CHRISTENSON,**  
Agents for a full line of  
**S. W. Venable & Co.'s**  
PETERSBURG, VA.,  
**PLUG TOBACCOS,**  
NIMROD,  
E. C.,  
BLUE REITER,  
SPREAD EAGLE,  
BIG FIVE CENTER.

**Sweet 16**  
**Laundry Soap**  
MANUFACTURED BY  
**OBERNE, HOSICK & CO.**  
CHICAGO, ILL.


**PINCREE & SMITH**  
Wholesale Manufacturers  
Boots, Shoes and Slippers  
DETROIT, MICH.  
  
Michigan Agents Woonsocket Rubber Company.  
Office and Factory—11, 13, 15 and 17  
Woodbridge street West. Dealers cordially  
invited to call on us when in town.

**Our Special**  
**Plug Tobaccos.**  
1 butt. 3 butts.  
SPRING CHICKEN .38 .36  
MOXIE .35 .33  
ECLIPSE .30 .30  
Above brands for sale only by  
**OLNEY, SHIELDS & Co.**  
GRAND RAPIDS, MICH.

The Tower of Strength.  
Golden Seal Bitters, a perfect renovator of  
the system, carrying away all poisonous de-  
posits, enriching, refreshing and invigorating  
both mind and body. Easy of administration,  
prompt in action, certain in results. Safe and  
reliable in all forms of liver, stomach, kidney  
and blood diseases. It is not a vile, fancy  
drink, but is entirely vegetable. This medi-  
cine has a magic effect in liver complaints and  
every form of disease where the stomach fails to  
do its work. It is a tonic. It will cure dys-  
pepsia. It is an alternative and the best remedy  
known to our Materia Medica for diseases of  
the blood. It will cure kidney diseases, nerv-  
ousness, headache, sleeplessness and en-  
tirely condition of the system. The formula  
of Golden Seal Bitters is a prescription of a  
most successful German physician, and thou-  
sands can testify to their curative powers. Sold  
by the Hazeltine & Perkins Drug Co., Grand  
Rapids, Mich.

  
**Lord's**  
**CLIMAX-**  
**PLUG TOBACCO.**  
**RED TIN TAG.**

**GUSTAVE A. WOLF,**  
**Attorney.**  
Over Fourth National Bank. Telephone 407.  
**COLLECTIONS**  
Promptly attended to throughout the State.  
References: Hart & Amberg, Eaton & Christen-  
son, Enterprise Cigar Co.

  
**TO THE TRADE.**  
We desire to call the attention of the Trade to  
our unusually complete stock of  
**SCHOOL BOOKS,**  
**School Supplies**  
And a General Line of Miscellaneous  
Books, Stationery, Paper, Etc.  
We have greatly increased our facilities for  
doing a General Jobbing Business, and shall  
hereafter be able to fill all orders promptly.  
We issue separate lists of Slates, School and  
Township Books, Blanks, Etc., which will be  
mailed on application.  
Quotations on any article in our stock cheer-  
fully furnished. We have the Agency of the  
**REMINGTON TYPE WRITER**  
For Western Michigan.

**Eaton & Lyon**  
20 and 22 Monroe St., Grand Rapids, Mich.  
**C. ROYS & CO.,**  
**Whips & Lashes**  
2 Pearl St., Grand Rapids, Mich.  
Never to our knowledge has any medicine  
met with the success as has Golden Seal Bitters.  
It comprises the best remedies of the  
vegetable kingdom so as to derive the greatest  
medicinal effect, and is making wonderful  
cures.

**SEEDS**  
We carry a full line of  
Seeds of every variety,  
both for field and garden.  
Parties in want should  
write to or see the  
**GRAND RAPIDS GRAIN AND SEED CO.**  
71 CANAL STREET.

**ALBERT COYE & SON,**  
—MANUFACTURERS OF—  
**AWNINGS, TENTS**  
HORSE AND WAGON COVERS.  
WHOLESALE DEALERS IN  
Oiled Clothing, Ducks, Stripes, Etc.  
73 Canal Street, - Grand Rapids, Mich.

**CINSENC ROOT.**  
We pay the highest price for it. Address  
**Peck Bros.,** Druggists, Grand Rapids, Mich.  
**ARTHUR R. ROOD,**  
**ATTORNEY,**  
COMMERCIAL LAW AND LOANS,  
43 PEARL ST., GRAND RAPIDS, MICH.  
Refers by permission to Foster, Stevens &  
Co., Peck Bros., Nat'l City Bank, Morgan &  
Avery, E. A. Stowe. Telephone call 375.

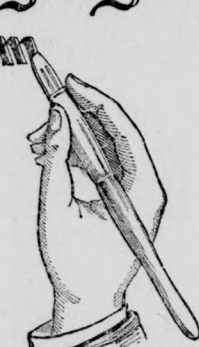
**EDMUND B. DIKEMAN,**

THE—  
**GREAT WATCH MAKER,**  
—AND—  
**JEWELER.**  
44 CANAL STREET,  
GRAND RAPIDS, MICH.

**WE LEAD—OTHERS FOLLOW.**  
is valuable. The  
Grand Rapids  
Business College is  
a practical trainer  
and fits its pupils for the vocations of busi-  
ness with all that the term implies. Send  
for Journal. Address C. G. SWENSBURG,  
Grand Rapids, Mich.  
**LUDWIG WINTERNITZ,**  
JOBBER OF  
Pure Apple Cider & White Wine  
**VINEGARS!**  
As the Vinegar season is now beginning, those in  
need of Vinegars warranted full strength and abso-  
lutely pure should send for samples of my goods, or  
drop a postal card and I will call. Telephone 566.  
106 Kent St., Grand Rapids, Mich.

**Granello,**  
**MERCHANT**  
**TAILOR,**  
LEDYARD BLOCK,  
**107 Ottawa St.**  
Suits for Manufacturers,  
Suits for Jobbers,  
Suits for Retailers,  
Suits for Traveling Men,  
Suits for Clerks,  
AND  
**Overcoats for Everybody.**

FOREIGN AND DOMESTIC WOOL-  
ENS AND WORSTEDS, THE BEST  
MANUFACTURED. FINE AND SER-  
VICEABLE TRIMMINGS.  
SUPERIOR WORK AND THE PROP-  
ER STYLE FOR THE WEARER.  
ALL AT PRICES THAT WILL IN-  
DUCE YOU TO LEAVE YOUR ORDER.  
Broken Down Invalids.  
Probably never in the history of Cough Medi-  
cines has any article met success equal to that  
which has been showered upon Dr. Pete's 35-  
cent Cough Cure. Thousands of hopeless cases  
of Coughs, Colds and Consumption have yield-  
ed to this truly miraculous discovery. For  
this reason, we feel warranted in risking our  
reputation and money on its merits. Sold by  
the Hazeltine & Perkins Drug Co., Grand Rap-  
ids, Mich.

**Aldermans**  
**Rubber Shading**  
**Marking Pens.**  
**Any Boy Can**  
**Use Them**  
  
Merchants Need It for Marking Signs, Pla-  
cards, Boots and Shoes, Crockery, Etc.  
Can be used with any ink or fluid. One each of the  
two different sizes of Pens for 5c.; three for 6c.; to-  
gether with Charts showing the construction of differ-  
ent styles of letters, directions, etc., sent post-paid on  
receipt of postal notes or two-cent stamps.  
On receipt of \$1, I will send with the marking set a  
package of powder that will make two quarts of mark-  
ing fluid. Wm. Trekle, Portville, Cal., Co., N.Y.

**NEW BRANDS**  
**CIGARS!**

**SUNSHINE,**  
**STANDARD,**  
**ROYAL BIRD,**  
**KEY VEST,**  
**LOVE LETTER,**  
**BUNNY,**  
**I SHOULD BLUSH,**  
**DICTATOR.**  
ABOVE ARE ALL

**Coldwater Goods,**  
OF WHICH WE HAVE THE  
EXCLUSIVE SALE.

**Eaton & Christenson,**  
GRAND RAPIDS, MICH.  
**A. H. FOWLE,**  
House Decorator and Dealer in  
**FINE WALL PAPERS,**  
Room Mouldings,  
Window Shades,  
**Artist Materials**

**PICTURES,**  
**PICTURE FRAMES,**  
And a full line of  
**Paints, Oil & Glass.**  
Enamel Letters, Numbers and Door  
Plates, and all kinds of Embossed, Cut and  
Ornamental Glass.  
Special attention given to House Decorat-  
ing and Furnishing, and to the designing  
and furnishing of stained glass.  
37 Ionia Street, South of Monroe.

## The Drum-Beat of Trade.

He is a jolly good fellow—the “drum-  
mer.” His rat-a-tat is a reveille to many a  
sleeping merchant. He beats the long roll  
of the battle of business.  
Generally, he is young enough to be full  
of enthusiasm—his blood is tonic, and red.  
He is “on the road”—to fortune. He will  
be a “Merchant Prince.” Hope scars  
shoulders of every cloud, and dreams out a  
radiant future on the dreariest rainy day.  
He has samples of various things to sell and  
to drink. He means to be honest—to give  
value received. Building up a trade, he  
can not afford to leave any goods that won't  
stand scrutiny when he has gone; it's not  
his interest to sell what will be a drug on  
the market. He is coming again, and he  
wants a good report from his customers.  
Do not confound him with mercantile  
tramp or the jack-peddler. They purpose  
but one visit. The commercial traveler has  
come to stay. Like a comet, he may de-  
scribe a large orbit before his return, but  
when he comes back, he'll have “his tail  
behind him.” Ah! he will a “tale unfold!”  
If not Darwinian—Spencerian. He will  
rattle away on his drum, but he'll quicken  
the stagnant pulses of his customer, and  
make his heart pant for new victories. He  
chases away the army of hobgoblins which  
fear conjures around him in moments of  
hesitation and of doubt, and makes him  
plucky to win the good possible to enter-  
prise and to effort.  
He is the life of many a country town.  
The girls smile at him when “Comin' Thro'  
the Rye.” The old chaps bid him a hearty  
welcome. The church choir and collectors  
are glad to see him; they like his singing  
and shakels. Boniface brightens as he reg-  
isters and calls for a favorite room, with the  
air of a lord chamberlain requiring apart-  
ments for a prince.  
In half an hour he knows everybody in  
the house, has set things to rights, and bled  
the porters and waiters. He has warn-  
ed into glorious summer the winter in the  
veins of landlord, servants and guests.  
“Take a cigar,” rings round, while between  
every finger is sandwiched a fragrant  
Havana. What a bustle in the “sample  
rooms”—dry goods and wet. The bowls  
roll, the ten-pins tumble, the billiard balls  
jingle, the cobs are broken in the piano,  
and the air throbs and thrills with song—  
operatic, minstrel, choral and “gospel.”  
On the cars he unlocks with private key  
the seats, and takes as much room as there  
is to spare, but is the first to bounce up to  
share with a stranger or surrender to a bevy  
of ladies. He likes a parlor chair, and de-  
lights in a section, but is equally at home on  
the wood-box or perched on a crate in the  
express car. He can ride on the rear plat-  
form or the cow-catcher. He can run down  
anything on the track, and catch up with  
anything from the rear. He is equally at  
home in the caboose, mail, express, smok-  
ing or Pullman palace car. He rides on a  
1,000 mile ticket, but helps every wayfarer  
—the old woman with her bundles, the  
maiden with her bonnet-box, the octogenar-  
ian with his carpet-bag. He hugs the dude,  
lays for the greenhorn, but is the first man  
to resent a wrong imposed on the ignorance  
or credulity of the helpless. He is the en-  
emy of sharpers, the dread of train robbers,  
the apparition of a man who can't keep a  
hotel. When he writes business, stationery  
flies and Uncle Sam rejoices. When he gets  
back to the store he must let off steam. He  
opens all the valves; and lets the locomot-  
ive whistle and hiss. He comes in like a  
cyclone; wait on him; he'll soon tell you  
“how it is.” The bosses marvel. They  
wonder that they ever let loose such a whirl-  
wind on their unsuspecting customers. He  
is a mighty blower. After a while he will  
begin to decipher the hieroglyphics of his  
order book—with many a running exegesi-  
cal comment. It also melts the lead in a  
pencil by sheer friction to keep up with and  
record him. His rhetoric is parenthetical.  
The river of his talk widens; in many a  
branching stream it wider grows; it flows  
over sand-bars, laps among willows, eddies  
in many a cove; but the deep channel floats  
the cargo of business. Before sundown you  
have all he has to say. He begs a day or  
two “off,” and before the time expires he is  
clamoring for samples and orders, and pin-  
ning for “the road.”  
Give him tickets for 5,000 miles, a free  
range, samples up to orders, and he will go,  
and he goes cheer and chaste, and when  
you hear from him there will be packing to  
do at head-quarters. Drays will jar the  
curbstone and rushing trains will bear far  
abroad the fruits of his travel.  
The traveler is a great convenience. He  
saves the merchant time and money, enab-  
ling him to buy as he needs, and diminishes  
the danger of overstocking. The merchant  
considers his purchases at his leisure, and  
can consult the shelves, books, partners,  
clerks and customers as to demand, fashion,  
ability to pay, etc.  
He buys at home, and free from the em-  
barrassment attending the operations of a  
wholesale store, and of dealing with a stran-  
ger, and, perhaps, in the presence of other  
merchants. Becoming familiar with the  
salesman, he does not hesitate to catechize  
him closely, and ask, even, for the benefit

of his judgment as to the probable styles  
and market prices.  
The drummer knows that his interest  
hangs on retaining the confidence of the  
customer he has gained, and the merchant,  
feeling sure of this, they confer with each  
other—each seeking the other's interest,  
knowing to conserve and promote that which  
is best for each and for both alike, is the aim  
and end of conference.  
The village hotel, and those who supply  
the table, get the benefit of having the  
drummers as guests, whereas the city hotel  
formerly had the profit of entertaining the  
country merchants. Many an interior town  
that, previous to the system of sample sell-  
ing, scarcely supported a poor tavern, now  
maintains a handsome hotel, mainly pat-  
ronized by commercial travelers. Credit is  
protected by short settlements. Formerly  
when a merchant had to buy a six months'  
stock on one visit to the metropolis, a credit  
corresponding to the extent of the purchase  
had to be carried. Bad debts, shelf-worn  
and unsalable goods, loss of interest, added  
cost to the consumer and peril to the mer-  
chant. No prudent man now need to over-  
supply himself so as to incur embarrass-  
ment.  
Required to pay cash, or its equivalent,  
the seller must exact similar terms of his  
buyer, and the profit and loss account figures  
but insignificantly as compared with the  
place it occupied formerly on the ledger.  
Taking it altogether, the drummer is one of  
the features of modern civilization, ranking  
with the greatest inventions of the century,  
with steam transportation and cheap post-  
age.  
The moral and social effects of cheap  
postage are incalculable. It has strength-  
ened family ties and conjugal bonds—con-  
tributed mightily to commercial ideas, and to  
the community of principles and the con-  
cert of purposes. It has made for the broth-  
erhood of men, and widened in many ways,  
the sympathies that underlie interest in our  
own common humanity. So, the commer-  
cial traveler, running to and fro has increas-  
ed knowledge. He is a Mercury of intelli-  
gence. Flying from town to town he con-  
nects places heretofore thought remote, and  
puts them on neighborhood relations. He  
carries with him the ideas prevailing in the  
towns he visits, tells of their vanities and  
vagaries—their fancies and facts, their vir-  
tues and vices, and the tastes and talents of  
the communities with which he meets and  
mingles.  
He advertises the latest fashions wher-  
ever he goes, and is blessed by the tailors,  
envied by the village dude, and worshipped  
by the lovely maidens. He is an authority  
on the latest thing out for church fairs and  
sociables, and gives the cue to every sensa-  
tional innovation which jostles the sobriety  
of country parsons and deacons, but which  
swells the purse of the ladies' societies, and  
heals with nitrate of silver the sore made by  
the feculence of sin.  
In fact and fine, the drummer recruits  
business, mounts the guard of the mart, re-  
connoiters and skirmishes, and rallies on  
the reserve—for, when occasion serves, he  
can turn his drum sticks into a policeman's  
club or a soldier's arms.  
**The Patent Shark.**  
Geo. B. Grant in the American Machinist.  
My mail, for a week or two after I re-  
ceive a patent, is a source of much amuse-  
ment and instruction, and leaves the im-  
pression on my mind that the average in-  
ventor must be a first-class fool. No other  
explanation will account for the thriving ex-  
istence and continued support of the horde  
of cheap swindlers and industrious humbugs  
who load me with their flaming advertise-  
ments and seductive offers.  
Most of these are agents for the sale of pa-  
tents, and, let them tell it, have most aston-  
ishing facilities for exchanging my inven-  
tion for tens of thousands of dollars. Their  
compensation is a commission of ten per  
cent. on the actual sales, and a small ad-  
vance of five to fifty dollars to pay half  
cost of getting out circulars and engravings.  
Some have exhibition halls in the center  
of some great city, where models can be dis-  
played to the gaze of throngs of capitalists  
who are in search of an outlet for their sur-  
plus funds, at a charge, of so much per  
month for the space occupied and the ser-  
vices of the director and his assistants. The  
cash should accompany the order to ex-  
hibit.  
A farmer in Canada wrote to me, saying  
he had sent \$30 to a certain company to ex-  
hibit his potato digger. He was not over-  
run with orders, could get no satisfaction  
from the concern, and thought likely he had  
been beat. At the given address I found  
the exhibition hall in a mean fourth-story  
attic, without a sign at the door or even a  
line in the directory; but it was full of  
models in rows and piles, covered with dirt.  
A rascally-looking fellow explained the  
matter by saying that he had done his best  
with the potato digger; but it was a poor  
specimen, and there was but small demand  
for potato diggers, at best. His circular  
would disgust any printer—mere gutter  
snipes at ten for a cent.  
But this was an exhibition hall, open to  
any one (who could find it), and his circu-  
lars were circulars; the law was not broken,

and I left the company, hard at work at his  
desk, writing decoy letters to new victims.  
A certain “Patent Exchange” named the  
sum my patent would fetch for each state  
right: \$8,000 for Florida, \$15,000 for Ala-  
bama, and so on, some \$75,000 in all. The  
modest sum of \$8, payable in advance,  
would meet half the cost of flooding the  
South with my circulars, and the Exchange  
would be satisfied with its final commission  
of \$7,500. Merchants and ministers vouch-  
ed for the concern; but I kept the patent  
and the \$8.  
Another is founded on broader principles.  
It is made up of thousands of inventors, all  
working for each other on the “united-we-  
stand, divided-we-fall” plan, with a code of  
by-laws, a general manager, and directors  
everywhere from Iowa to Hong-Kong.  
Membership cost is small, and a modest  
sum will reimburse the general manager for  
the circulars that are to be sent to all civil-  
ized countries.  
Very often the concern publishes a peri-  
odical, some *Scientific Bamboozler*, Vol.  
XXVI, No. 763, which I never heard of  
before, but which, nevertheless, has a cir-  
culation which is something immense, and I  
am furnished with a blank order for adver-  
tizing my invention.  
Others take the shape of engraving and  
publishing companies who will send me an  
engraving of my patent drawing for a cou-  
ple of dollars, and get out my circulars for  
about half what I know good ones cost.  
The engraving is sure to be one of these  
“cheap and nasty” photo engravings,  
which excel only on the specimen-sheets of  
their makers, and the circulars would be  
sure to kill the invention.  
About the cheapest dodge is an offer to  
furnish me with copies of my patent,  
“printed from the same type as the original,”  
for about twice the price the Govern-  
ment charges for the same thing, which is  
itself about twice too much.  
One thing I notice particularly, and it  
speaks volumes. I get no letters from Bos-  
ton swindlers, although Boston is well re-  
presented in the trade. I might call in per-  
son, and they much prefer that their patrons  
should remit by bank draft, or in some such  
way. If I was a farmer, a thousand miles  
away, with a potato digger on my brain and  
a few dollars in my pocket, I should hear  
from Boston without fail.  
Another set of beats, quite as dead, and  
much more dangerous, but not as transpar-  
ent as the patent sellers, are some of the  
“no patent, no pay” class of patent lawyers,  
and it is astonishing what a host of ex-  
aminers, eminent lawyers and scientific  
experts are ready to act as my humble ser-  
vants, as long as my money holds out.  
These men will examine into the novelty of  
my invention gratis, when any sort of an  
examination is worth at least \$10; and they  
will guarantee to get me a patent or charge  
me nothing for their services.  
The average inventor must employ some  
attorney, for he is promptly kicked out of  
the Patent Office, if he applies in person;  
and as he is seldom able to employ really  
good counsel, he is almost always sure to  
fall a victim to this ingenious trick.  
The secret of this really able racket is  
that any fairly posted lawyer, or any ex-  
thirteenth-assistant examiner, who lost his  
job when his uncle left Congress, can get a  
patent with a genuine red tape and green  
seal attached, on any sort of a gimcrack,  
whether it is new or old, useful or useless,  
valuable or worthless.  
The real patent lies in one or more formal  
statements or “claims,” and not in the spec-  
ification, or drawing. The government re-  
quires the former to be novel, in form if not  
in substance, but sets no such limit to the  
latter, and it is an easy matter to so draw  
up a claim that it shall be novel, whether  
the invention is or not. If the claim be re-  
jected, twist it a little, add some technical  
phrase that totally destroys its value, but  
which is pure Greek to the inventor, and it  
will surely pass.  
There are thousands of patents on each  
of the articles in common use, the plow,  
pump, car-coupler, telephone, etc., and nine  
out of ten of them have been forced through  
by cunning manipulation of the claims. It  
would require a genius to invent a real im-  
provement on the plow, but any clodhopper  
can contrive a patentable variation of some  
detail.  
These men make no search and make no  
charge for one, for they well know they can  
dodge any record there may be; and they  
take no risk whatever by staking their fee  
on the result.  
As an experiment, I copied an idea that I  
knew was sheer nonsense, from a patent  
not five years old, and wrote about it to  
several of the shysters. Each one “searched  
the records,” and would undertake to  
procure me a patent “on receipt of the first  
Government fee of \$15 and \$5 to pay the  
cost of a (one dollar) drawing.”  
The only defense is to let the advertising  
patent sellers alone, and to employ as coun-  
sel some lawyer who charges a fair price for  
his services, whether successful or not, and  
who is not obliged to mutilate the patent to  
get his pay. If an idea is unpatentable, it  
is worth a large price to have that disagree-  
able fact demonstrated, and it is poor econ-  
omy to buy a cheap patent, and then pay a  
heavy price to develop its utter worthlessness.



# The Michigan Tradesman.

A JOURNAL DEVOTED TO THE  
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.  
Advertising rates made known on application.

WEDNESDAY, MARCH 31, 1886.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

President—Lester J. Rindge.  
Vice-President—Chas. H. Leonard.  
Treasurer—Geo. B. Dunton.  
Annual Meeting—Second Wednesday evening  
of October.  
Regular Meetings—Second Wednesday evening  
of each month.

Traverse City Business Men's Association.

President, Frank Hamilton; Secretary, C. T.  
Lockwood; Treasurer, J. T. Beadle.

Business Men's Protective Union of  
Cheboygan.

President, A. M. Weagater; Vice-President,  
H. Chambers; Secretary, A. J. Paddock.

Luther Protective Association.

President, W. B. Pool; Vice-President, R. M.  
Smith; Secretary, Jas. M. Verity; Treasurer,  
Geo. Osborne.

Ionia Business Men's Protective As-  
sociation.

President, Wm. E. Kelsey; Vice-President,  
H. M. Lewis; Secretary, Fred Cutler, Jr.

Ovid Business Men's Association.

President, C. H. Hunter; Secretary, Lester  
Cooley.

Subscribers and others, when writing  
to advertisers, will confer a favor on the pub-  
lisher by mentioning that they saw the adver-  
tisement in the columns of this paper.

## FAIRNESS IN THE LABOR ISSUES.

In the upheaval of labor interests and the  
manifestation of their strength when fully  
organized, there have been some circum-  
stances which have occasioned regret and  
unfavorable comment, yet, on the whole,  
the country has contemplated this extraor-  
dinary spectacle with wonderful calmness.  
In nearly every instance, except that of the  
unfortunate and too precipitate strike on  
the southwestern railroads, there has been a  
good feeling between the parties in contro-  
versy, and a solution has been amicably  
reached.

The natural and appropriate suggestion to  
all at the present moment, must be to cul-  
tivate a reasonable temper. The existing dis-  
turbances should not imperil any public or  
private interests, and will not, in all proba-  
bility, unless the situation is needlessly ag-  
gravated. The workingmen who have or-  
ganized are not unconscious how much they  
will weaken themselves by taking a wrong  
position or making an unfair demand, and  
they will in the main, we believe, restrain  
themselves from passing over the reason-  
able limit. It is, therefore, for the other  
parties concerned in the question that will  
arise, to meet them with candor, seeking  
not to gain an unfair advantage, or to tri-  
umph by harsh means, but to adjust fairly  
whatever may be at issue. This is the  
more demanded of those who claim for  
themselves intelligence and culture, and  
who have had the opportunity of fully  
studying all the conditions of the problem.

In the long run, we do not believe that  
this country will fail to avoid the rocks and  
shoals of the great social issues that are  
presented. It is our happy situation that  
there are here no such deep-seated griev-  
ances or long-maintained wrongs as make  
the Old World volcanic.

The failure of M. B. Wiseman, the Big  
Rapids grocer, relieves the retail trade of  
that town of the worst cutter that ever cur-  
sed the place. Although possessed of limited  
means and meager credit, he persisted in  
selling goods at cost or less, apparently con-  
sidering such a course to be an evidence of  
smartness. The final wind-up shows that  
it was his creditors' goods he was giving  
away—not his own—as is usual in such  
cases.

Kalamazoo grocers are the next to array  
themselves on the side of progress and or-  
ganization. Thirty leading representatives  
of the trade met one evening last week and  
resolved to proceed to the formation of an  
association for protective and defensive pur-  
poses. Kalamazoo is the twentieth town to  
wheel into line in this State.

## The Gripsack Brigade.

W. G. Cathcart has severed his connection  
with S. A. Welling.

"By Gee" is recovering so rapidly from  
his recent illness that he expects to take the  
road again by May 1.

Gus. Sharp and wife gave a progressive  
euchre party to the former's associates at  
Cody, Ball & Co.'s last Friday evening.

Dan Beecher succeeds M. C. Goossen at  
Bulkley, Lemon & Hoops. He will take a  
portion of the city trade and the suburban  
towns.

Geo. Shannon, who has represented the  
Hoptonic Co. at Detroit for several months  
past, will hereafter travel on the road for  
the company through Northern Michigan.

Lewis K. Townsend, for several years  
past with W. B. Tyler & Co., at Richland,  
has gone on the road for Telfer & Brooks,  
taking the territory formerly covered by  
John McIntyre.

C. M. Falls, W. D. Downey, Sam. Hyman,  
and Dan. A. Cohn write Secretary Caro re-  
lative to the kindness of Supt. Metheny in  
furnishing them a special train from Mack-  
inaw City to Petoskey on the 26th. Owing  
to the inclement weather prevailing at the  
time, they crossed the straits too late for  
the regular train, but Mr. Metheny's act  
enabled them to spend Sunday at home.

## AMONG THE TRADE.

### IN THE CITY.

C. E. Kellogg succeeds Kellogg & Lange  
in the drug business on West Bridge street.

W. O. Lake will engage in the grocery  
business at Morley, purchasing his stock at  
this market.

C. Gooderham, grocer at Enslay, has ad-  
ded a line of dry goods. Spring & Company  
furnished the stock.

Rowe & Hammond have engaged in the  
grocery business at Petoskey. Arthur  
Meigs & Co. furnished the stock.

Frank E. Higgins, local representative  
for Armour & Co., states that the boycott  
on that house is having no visible effect on  
its trade in this territory.

### AROUND THE STATE.

W. B. Kelly has sold his grocery stock at  
Muskegon.

H. Netzworg, general dealer at St. Charles,  
has sold out.

Kurtz & Co., general dealers at Blissfield,  
have sold out.

Dennis L. Pendell, general dealer at New-  
berry, is closing out.

E. A. Dennis has moved his drug stock  
from Armada to Memphis.

E. Root succeeds Root & Aldrich in the  
grocery business at Allegan.

T. J. Sherman, general dealer at Royal-  
ton, is going out of business.

Dr. J. W. Pattison has moved his drug  
stock from Mecosta to Remus.

A. C. Daniels has moved his drug stock  
from Weston to Mitchell, Dakota.

D. M. Patrick has bought the drug stock  
of W. H. Palmer, at Carson City.

H. G. Stevens succeeds Geo. Pilkington  
& Co. in general trade at Portland.

John Donovan, general dealer at Frank-  
lin, has been closed under execution.

C. A. Thompson succeeds Robt. Piper in  
the boot and shoe business at Fenton.

T. B. Bailey succeeds Bailey & Osborn,  
in the grocery business at Manchester.

J. E. Cheney & Bro. succeed Ball & Hoyt  
in the boot and shoe business at Dexter.

Hovey & Critenden succeed A. J. Walters  
in the boot and shoe business at Weston.

Dr. Clark and W. A. Plant have engaged  
in the drug business at Upper Big Rapids.

Lightstone Bros. have removed their  
clothing stock from Vestaburgh to Rodney.

Robert Blair has purchased the grocery  
stock of J. M. Carr, Agt., at Chippewa  
Lake.

W. S. Andrus, of the firm of W. S. An-  
drus & Son, druggists and grocers at Utica,  
is dead.

Wagner & Wells, general dealers at East-  
manville, will dissolve April 1, Wells con-  
tinuing.

Augustus W. Huntley succeeds Richards  
& Huntley in the drug and notion business  
at Saranac.

Chas. Young has sold his drug stock, at  
Otsego, to Conrad Bros., or John Conrad,  
late of Mt. Pleasant.

P. H. Fitzgerald has moved his stock of  
drugs and groceries from Maple Valley to  
Coral, and now occupies the store building  
of John Snow.

W. N. Shepard, of the firm of King &  
Shepard, who were doing business at Deep  
River and collapsed last fall, has secured  
control of the store again and is re-stocking  
it.

The Nashville correspondent of the Has-  
tings Banner writes as follows: W. H.  
Kleinham, of Pontiac, has bought the D.  
C. Griffith stock of goods and will run the  
store hereafter. He brings a clerk with him  
who is longer than any two yards of goods  
in the store. We'll match proprietor and  
clerk for the shortest and longest pair in  
Barry county.

### MANUFACTURING MATTERS.

Petoskey is to have an oatmeal and potato  
starch factory.

Capt. J. E. White will remove his saw-  
mill from Pentwater to Newberry.

E. Hanley has closed his cigar factory at  
Mecosta and returned to Coldwater.

W. L. & H. D. Churchill are putting a  
band saw into one of their mills at Alpena.

Frank Lorenz, cigar manufacturer at Ish-  
pening, has been closed under chattel mor-  
tgage.

John S. Bannan, of Langston, proposes  
to erect a saw and shingle mill, at Tawas  
City.

B. J. Albers has sold his grist mill at  
Overisel to J. Hoffman and G. J. Ny-  
kerk, Jr.

Maxon & Co.'s new hoop mill at Au Gres  
has a capacity of 10,000 per day, and starts  
up with 200,000 feet of elm logs in stock.

A man was lately at Alpena seeking to  
organize a company for the manufacture of  
paper pulp out of the refuse of the mills at  
that point.

A. D. Hensel & Brother have moved their  
mill from Ewart to Chippewa Lake, where  
they have 2,000,000 feet of pine, 1,000,000  
basswood, 200,000 ash and cherry and 2,000-  
000 hemlock to saw.

### STRAY FACTS.

T. A. Price succeeds Price & Moria in the  
meat business at Mancelona.

A. Phillips has removed his millinery  
stock from Bay City to Oscoda.

Wm. Reeves succeeds Reeves & Loose in  
the lumber business at East Milan.

It is announced that the Calumet & Hecla  
Mining Co. will raise the wages of their  
employees on May 1.

M. E. Jones, late of Nassau, N. Y., has  
bought the H. J. Arnold flour and feed  
stock at Muskegon.

Chas. S. Williams succeeds Stever Bros.  
& Williams in the agricultural implement  
business, at Owosso.

The Alma Knitting Co. has a contract to  
furnish Ryan Bros., of Detroit, with 1,000  
pounds of yarn per week, for one year.

Selkirk & Whitford, the Charlotte jew-  
elers who assigned a few weeks ago, have  
compromised with their creditors at 33 1/3  
per cent.

Creditors of the late Lafountain & Loran-  
ger banking firm, at Monroe, have been paid  
a dividend of two per cent., making thirteen  
per cent. in all.

F. J. Rossman, who recently engaged in  
the hardware business at Mecosta, has not  
found the venture a paying one, and is con-  
sequently shipping the stock back to Stan-  
ton.

### Miscellaneous Dairy Notes.

The Peerless Creamery Co., at Romeo,  
will begin operations May 1, having arranged  
for the cream from 600 cows. The factory  
has a daily capacity of 1,500 pounds of but-  
ter. S. A. Reade is president of the com-  
pany, J. F. Pratt, vice president, C. M.  
Tackels, treasurer, and S. O. Giddings,  
manager.

The annual meeting of the patrons of L.  
B. Smith's cheese factory, at Wayland, was  
held April 27. Allen Abbott was chosen to  
act as chairman and C. C. Williams offici-  
ated as secretary. The officers of the pre-  
vious year were all re-elected, as follows:  
Secretary, J. W. Humphrey; Treasurer,  
Perry Dodge; Salesman, E. P. Hersey. C.  
C. Williams will continue to act as maker.  
The prospects for the coming season are re-  
garded as very favorable.

W. A. Hearty writes as follows relative  
to the new creamery at Wahjamega: "A  
creamery is in process of erection at this  
place, with the intention of making it a  
stock company. It has been proposed to  
name it the Cloverdale Creamery, if it  
should so happen as to not conflict with any  
other already projected in the State. Ours  
has been a wheat-growing section mainly,  
but the prices ruling of late, with partial  
failures of the crop, inclines the average  
farmer to favor a change of programme,  
which we confidentially expect will become  
popular, as developed."

Goss & Purdy write as follows relative to  
their new creamery at Morrice: "We no-  
tice by your list of creameries in the State  
that you omit ours at Morrice, named the  
"Rose Leaf." We have our building nearly  
completed, size 26x60 feet, and are purchas-  
ing our machinery of D. H. Roe & Co., using  
the Wilhelm setting can, which we like very  
much so far. We expect to be ready to op-  
erate April 15. We are glad to note the in-  
terest taken in the dairy products of the  
State. As those who have handled the  
farmers' butter as it runs for the past twenty  
years, we would like to add our testimony  
with others that we need a reform in this  
direction, and we think the time is not far  
distant when the butter of the State will be  
made by the creameries, or the farmers will  
be compelled to make a better article. We  
are in need of a good, No. 1 butter maker  
and would be thankful for the list you speak  
of that you will send out. Would state that  
our creamery is not of stock company birth,  
but composed of private individuals."

### Purely Personal.

Oliver G. Brooks, of the firm of Telfer &  
Brooks, is in Detroit, visiting his family.

Les. Freeman is more or less happy over  
the advent of a nine and one-half pound  
girl.

O. W. Blain has gone to Memphis and  
New Orleans, and will be absent about ten  
days.

Gaius W. Perkins has returned from his  
Eastern trip. He left Mrs. Perkins at Phil-  
adelphia.

H. D. Cushman, of Three Rivers, jobber of  
essential oils and inventor and manufacturer  
of the Cushman Menthol Inhaler, was in  
town Saturday. He reports the sale of his In-  
haler as considerably in advance of his man-  
ufacturing capacity.

Albert Retan, formerly of Grand Rapids,  
but now engaged in general trade at Pe-  
wamo, was a member of the negro minstrel  
troupe which recently gave an alleged enter-  
tainment at Pewamo, and was subsequently  
riden out of town with rail accompaniment  
at Muir. Mr. Retan asserts with seeming  
sincerity that he is through with the show  
business.

### Furniture Facts.

L. A. Pfisterstaller, furniture dealer at  
Mt. Pleasant, has sold out.

The St. Louis Board of Trade has drawn  
a check for \$500 to further the interests of  
the Taylor & Lake Table Co.

The Coldwater Manufacturing Co. has  
been organized at Coldwater for the pur-  
pose of engaging in the manufacture of  
chairs.

C. E. Judson, of the firm of Robert Ham-  
ilton, tobacco manufacturers at Covington,  
Ky., and W. N. Ford, Michigan representa-  
tive for the same house, were in town sev-  
eral days last week, introducing "Trade  
Union" and "Labor Union" plugs.

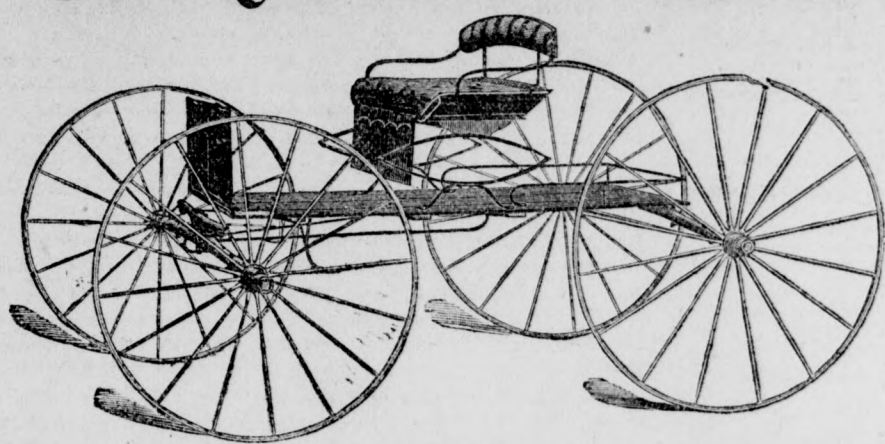
Oliver & Co.'s new furniture factory, at  
Allegan, will be 30x80 feet in dimensions,  
and three stories high. The building will  
be ready for occupancy in June, at which  
time the Messrs. Oliver & Co. will put in  
machinery suitable for the manufacture of  
chairs and extension tables.

### Hides, Pelts and Furs.

Hides are flat. Pelts are dull. Furs are  
lower and dull. Wool is dull and lower.  
Tallow is weak.

Olney, Shields & Co. have just received  
1,161 packages of tobacco from one factory,  
which they claim is the largest single ship-  
ment ever made to this market.

# W. J. QUAN & CO.'S



## BUCKBOARD WAGON!

RETAIL PRICE, \$80,

With 750 Dorothy Cigars at \$60 per 1,000,  
And 750 Pansy Blossom Cigars at \$35 per 1,000,  
Making 1,500 Cigars in all.

We will give free a New Style Buck-  
board Wagon like above cut. The Wagon  
is made of the very best material, with  
improved springs; handsomely trimmed  
and varnished. You get this wagon for a  
limited time only, with \$71.25 worth of  
Cigars.

W. J. QUAN & CO.  
CHICAGO, ILL.

Terms 4 months or 4 per cent. discount for Cash in ten days.

## GRAND RAPIDS GRAIN AND SEED CO.

### SEED MERCHANTS,

Office and Warehouse: 71 CANAL ST.  
GRAND RAPIDS, MICH., March 30, 1886.  
DEAR SIR:—Below we hand you jobbing  
prices for today:

Clover, Extra re-cleaned.....	60 lb bu	7 00
" Choice.....	" 60 lb	6 75
" Prime.....	" 60 lb	6 50
" No. 2.....	" 60 lb	6 25
" Mammoth Prime.....	" 60 lb	7 00
" White.....	" 60 lb	9 00
" Alsike.....	" 60 lb	9 00
" Alfalfa or Lucerne.....	" 60 lb	9 00
Timothy, Prime.....	45 lb bu	2 10
" Fair to Good.....	" 45 lb	2 00
Red Top.....	14 lb bu	1 00
Blue Grass.....	" 14 lb	2 50
Orchard Grass.....	" 48 lb bu	90
Hungarian.....	" 48 lb	1 00
Millet, common.....	" 60 lb	1 25
" German.....	" 60 lb	1 00
Buckwheat.....	" 60 lb bu	1 25
Poa, White Field.....	" 60 lb	1 00
Rye, Winter.....	" 56 lb bu	75
" Spring.....	" 60 lb	1 00
Wheat, Spring.....	" 60 lb bu	1 25
Barley.....	" 32 lb bu	1 75
Oats, choice white.....	" 32 lb bu	50

Prices on Rape, Canary and all other seeds  
on application.

The above prices are free on board cars in  
lots of five or more bags at a time. Cartage  
on smaller quantities.

We carry the largest line of Garden Seeds in  
Bulk of any house in the State west of Detroit,  
and would be pleased at any time to quote  
you prices.

All Field Seeds are spot Cash on receipt of  
goods.

W. T. LAMOREAUX, Agt.

FRED. D. YALE. DANIEL LYNCH.  
**FRED. D. YALE & CO.**  
SUCCESSORS TO  
**CHAS. S. YALE & BRO.,**  
WHOLESALE MANUFACTURERS OF  
Baking Powders, Extracts, Bluinings,  
AND JOBBER OF  
**GROCERS' SUNDRIES.**  
All orders addressed to the new firm will re-  
ceive prompt attention.  
40 and 42 South Division St.,  
GRAND RAPIDS, MICH.

**YALE**  
BAKING POWDER

## POTATOES.

We make the handling of POTATOES, APPLES and BEANS  
in car lots a special feature of our business. If you have any of  
these goods to ship, or anything in the produce line, let us hear  
from you, and will keep you posted on market price and pro-  
spects. Liberal cash advances made on car lots when desired.

Agents for Walker's Patent Butter Worker.

**EARL BROS., Commission Merchants.**

157 S. Water St., Chicago, Ill.

Reference: FIRST NATIONAL BANK.

## AMOS S. MUSSELMAN & CO.

Successors to Fox, Musselman & Loveridge,

## Wholesale Grocers.

AGENTS FOR

## MUSSELMAN'S CORKER PLUG AND RUM CIGARS.

The best and most attractive goods on the market.

SEND FOR SAMPLE BUTT. SEE QUOTATIONS IN PRICE-LIST.

## A TICKET TO THE DRAWING

—OF THE—

## GRAND OPERA HOUSE

WITH EVERY  
400 CIGARS



400 CIGARS  
WITH EVERY

## TELFER & BROOKS,

Sole Agents,

46 Ottawa St., Grand Rapids, Mich.



## Drugs & Medicines

**STATE BOARD OF PHARMACY.**  
Two Years—F. H. J. VanEmster, Bay City.  
Three Years—James E. Verner, Detroit.  
Four Years—James E. Verner, Detroit.  
Five Years—Otmar Eberbach, Ann Arbor.  
Six Years—Geo. McDonald, Kalamazoo.  
President—Otmar Eberbach.  
Secretary—James E. Verner.  
Treasurer—James E. Verner.

### Michigan State Pharmaceutical Association.

**OFFICERS.**  
President—H. J. Brown, Ann Arbor.  
First Vice-President—Frank J. Wurzburg, Grand Rapids.  
Second Vice-President—A. B. Stevens, Detroit.  
Third Vice-President—Frank Inglis, Detroit.  
Secretary—S. E. Parkell, Owosso.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—Jacob Jesson, Geo. Gudmund, Frank Wells, F. W. R. Perry and John E. Peck.  
Local Secretary—Will L. White, Grand Rapids.  
Next place of meeting—At Grand Rapids, Tuesday, October 12, 1886.

### Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

**OFFICERS.**  
President—Frank J. Wurzburg.  
Vice-President—Wm. L. White.  
Secretary—Frank H. Iscott.  
Treasurer—Henry B. Fairchild.  
Board of Censors—President, Vice-President and Secretary.  
Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.  
Committee on Pharmacy—M. B. Kimm, H. E. Locher and Wm. L. White.  
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Wm. H. Van Leeuwen.  
Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.  
Regular Meetings—First Thursday evening in each month.  
Annual Meetings—First Thursday evening in November.  
Next Meeting—Thursday evening, April 1, at "The Tradesman" office.

### Detroit Pharmaceutical Society.

Organized October, 1883.

**OFFICERS.**  
President—Wm. Dupont.  
First Vice-President—Frank Inglis.  
Second Vice-President—F. W. R. Perry.  
Secretary and Treasurer—A. B. Stevens.  
Assistant Secretary and Treasurer—A. B. Stevens.  
Annual Meeting—First Wednesday in each month.  
Regular Meetings—First Wednesday in each month.

### Jackson County Pharmaceutical Association.

**OFFICERS.**  
President—R. F. Latimer.  
Vice-President—C. D. Colwell.  
Secretary—Chas. E. Humphrey.  
Treasurer—Z. W. Waldron, C. E. Foot and C. H. Haskins.  
Annual Meeting—First Thursday in November.  
Regular Meetings—First Thursday of each month.

### Saginaw County Pharmaceutical Society.

**TEMPORARY OFFICERS.**  
Chairman—Henry Melchers.  
Secretary—D. E. Prall.

### Muskegon Drug Clerks' Association.

**OFFICERS.**  
President—John K. Meyers.  
Secretary and Treasurer—O. A. Lloyd.  
Regular Meetings—Second and fourth Wednesday of each month.  
Next Meeting—Wednesday evening, April 14.

### IN THE SPRING.

In the Spring the poets' fancy  
Toward THE TRADESMAN gently turns;  
In the spring the weary editor  
Stale MSS. sadly spurns.

In the spring from all the alleys  
Pours the winter's vile debris;  
In the spring the sportive drummer  
Dreams of coming jamboree.

In the spring the brussels carpet  
Falleth, falleth in its price;  
In the spring the careful housewife  
Saith her old one is not nice.

In the spring the credit merchant  
O'er his books swears dreadful oaths;  
In the spring the country grocer  
Fires the perfumed egg out doors.

In the spring the wily tradesman  
Tell many glib-tale tales;  
In the spring their brightening faces  
Tell of increased "spot cash" sales.

In the spring the organ grinder  
Brushes up his last year's tunes;  
In the spring the clothier ditto  
His last year's pantaloon.

In the spring the bank clerk dreameth  
Over country maids and farms  
In the spring—but that's sufficient  
To tell gentle spring time's charms.

ADA L. JOHNSON.  
Lakeside, Mich., March 24, 1886.

### Muskegon Drug Clerks' Association.

MUSKEGON, March 28, 1886.

**Editor Michigan Tradesman:**  
DEAR SIR—The regular semi-monthly meeting of the M. D. C. A. was held on the 26th. All the members were present, except four. The paper on "Aconite," by Mr. Terry, and the paper on "Mercury," by Mr. Lloyd, were read and discussed. It was decided to have the paper on "Mercury" read again at the next meeting. On account of its official preparations being so numerous, more time was needed in discussing them. As an amendment to Art. V. of the Constitution, the dates of the meetings were changed to the second and fourth Wednesdays of each month instead of the second and fourth Fridays of each month, as heretofore. The next meeting will be held April 14.

O. A. LLOYD, Sec'y.

### Peppermint Prospects.

H. D. Cushman, of Three Rivers, who handles peppermint oil very extensively, states that the prospects for this year's crop are by no means flattering, as the roots in many localities have been killed by freezing. He says it is yet too early to definitely determine the extent of the damage from this cause, but every indication points to a considerably decreased yield, as compared with 1885.

### The Drug Market.

Business is excellent and collections are fully up to expectation. With the exception of a slight decline in turpentine, the market is steady and without incident.

## RANDOM REFLECTIONS.

For downright foolishness, I commend the short-sighted policy now being pursued by the paint and oil dealers of this city. The corrodors have agreed on a system of prices and discounts, whereby they agree to sell lead at a uniform price of seven cents per pound, and instruct the retailer to sell it at not less than seven and one-half cents in less than 500 pound lots. To those dealers who purchase considerable quantities, a system of rebates has been devised, which is made conditional on the dealer selling lead at the prices established by the corrodors. Considering the small margin involved, the natural supposition would be that every dealer would take advantage of the prices named by the manufacturers, in order to secure decent profits and the rebates. To the contrary, however, every merchant in town is selling lead at an even seven cents, no matter how small the quantity sold. An effort was recently made to put the business on a paying basis by circulating a paper for the signature of those who would promise to live up to their agreement with the corrodors. This paper received the hearty approval and the signature of every lead dealer in the city, with one exception, and that bull-headed individual consequently put an end to all hope of legitimate profits for the coming season.

I shall watch the outcome of the boycott on Armour & Co. with a great deal of interest, as I consider it one of the most unjust of the many unjust boycotts the Knights of Labor have engaged in. Briefly stated, Armour & Co. are under contract to take a certain number of boxes daily from Maxwell Bros., the contract not expiring until next fall. The box manufacturers having come under the ban of the Knights of Labor, the latter demanded that Armour & Co. cease taking boxes from Maxwell Bros., thus breaking their contract and rendering themselves liable to damages for non-fulfillment of same. Mr. Armour's reply to this demand was that he never had yet broken a contract and never proposed to. The Knights, in making the demand, place themselves in a peculiar position—one which is not likely to bring them friends.

Speaking of boycotting and the almost innumerable boycotts now in force, suggests the idea that it will soon be necessary for each Knight of Labor to carry a ledger under his arm, with the list of boycotted firms arranged in alphabetical order. This will enable him to refer to his list whenever he has occasion to purchase anything, thus avoiding the terrible consequences following the purchase of an article produced by non-union labor. And if the boycotts increase in number during the next month as fast as they have the past thirty days, it will be necessary for every Knight to hire a clerk to keep his list up with the times. It might be a hardship for a \$1 a day man to hire a \$2 a day clerk, but such a course would be no more unreasonable than many of the demands now made by the Knights.

### Novel Business-Social Organization at Muskegon.

MUSKEGON, March 29.

**Editor Michigan Tradesman:**  
DEAR SIR—Feeling it our duty to keep you posted with all matters relating to trade, we would respectfully submit to you the following minutes of a new society recently organized here in Muskegon and vicinity. The society is called the U. T. T. P. Association, and its workings, of which you shall be kept-informed, will explain the meaning of this cognomen. It is composed of gentlemen and their families who are engaged in trade, also book-keepers and ex-book-keepers. The first meeting for organization took place at the residence of D. B. Squibb last Tuesday evening. After the meeting was called to order, which is done by means of the tea bell, the following officers were elected: D. B. Squibb, President; Miss J. Squibb, Vice-President; Mrs. S. E. Johnson, Secretary; Mrs. L. R. Cooper, Treasurer; Mrs. D. B. Squibb, H. Cooper and S. E. Johnson were made honorary members. The question under consideration for the evening was: "Is Steve Sears the handsomest traveling man on the road?" The question was decided by the ladies in the affirmative. The next meeting will take place at S. E. Johnson's residence at Lakeside. The editor of THE TRADESMAN and the editors of all other trade papers are cordially invited to attend.

Mrs. S. E. JOHNSON, Secretary.

### Better Let Such Men Alone.

CADILLAC, March 17, 1886.

**Editor Michigan Tradesman:**

DEAR SIR—Will you please tell me through your valuable paper, THE TRADESMAN, of the whereabouts of the American Creditor's Association? Is it defunct or does the manager get all the notes for collection he can and make no returns? I would like to hear from Mr. Marshall about \$300 worth of paper entrusted to his care.

Respectfully,  
DR. JOHN LEESON.

Immediately on receipt of the above enquiry, THE TRADESMAN dispatched a note to M. S. Marshall, asking him to call at the office and explain himself on the point at issue; but, for some reason, he has failed to avail himself of the opportunity so extended. Inasmuch as the gentleman failed in business a short time ago, swindling his creditors most outrageously, THE TRADESMAN would advise merchants to place their collections in other hands. If he is base enough to beat his creditors he might treat his clients in the same way.

Tamarack is coming into use to some extent in Ontario for dimensions. It sells for about the same price as spruce.

## It Altered the Case.

Minister (to deacon of the church)—I want to refer to a matter, dear deacon, that has been preying on my mind for some time. I am sure you will overlook any apparent meddling in your affairs, knowing that I only speak for your own good.  
Deacon (cordially)—Certainly, my dear sir, speak your mind freely.  
Minister—I understand you have been speculating a good deal of late. Now, aside from the danger of such a business and the consequent misery it may entail upon your family, do you consider it just the proper thing for a deacon of the—  
Deacon—Yes. I admit that I have speculated some. I cleared \$5,000 only yesterday on a wheat transaction.  
Minister (astounded)—No, is that so? What's wheat worth to-day?

The new bank building at Bad Axe is to be of cut stone.

Charlevoix and Manistee are to have a propeller line during the coming season.

A. B. Wood, city salesman for the Voigt Milling Co., is the latest crank who thinks he can construct a perpetual motion.

## Michigan Drug Exchange.

MILLS & GOODMAN, Props.

GRAND RAPIDS, MICH.

**WANTED**—Thoroughly competent drug clerk. Must speak German and if possible French.

**WANTED**—Situations by registered pharmacists and assistants. Also situation by young man of some experience but not registered. Willwork for very small salary. Can furnish good references.

**FOR SALE**—Stock of about \$2,000 in central part of State on railroad can be bought at great discount and on easy terms.

**STOCK** of \$3,500 on L. S. & M. S. R. R. for sale on easy terms. Doing best business of the place.

**STOCK** of \$1,500 on C. & W. M. R. R. doing fine paying business.

**STOCK** of about \$1,000 on D. G. H. & M. R. R. Will sell for cash only.

**STOCK** of \$1,500 in southern part of State. No other drug store in town.

**FINE STOCK** of \$3,500 on two R. R.'s in northern part of State, in town of 2,000 inhabitants. Doing the best business of the place.

**STOCK** of \$1,000 in town of 3,000 inhabitants on two railways in central part of State. Must be sold on account of other business.

**STOCK** of \$1,500 in Northern lumbering town. Doing the best business of the place.

**ALSO** many other stocks, the particulars of which we will furnish free on application.

## PIONEER PREPARED PAINTS.

Order your stock now. Having just received a large stock of the above celebrated brand MIXED PAINTS, we are prepared to fill all orders. We give the following

**Guarantee:**  
When our Pioneer Prepared Paint is put on any building, and if within three years it should crack or peel off, and thus fail to give the full satisfaction guaranteed, we agree to repaint the building at our expense, with the best White Lead or such other paint as the owner may select.

## Hazeltine & Perkins Drug Co.

GRAND RAPIDS, MICH.

## Cushman's MENTHOL INHALER

A superior Remedy for the immediate relief of Neuralgia, Headache, Cough, Hay Fever, Asthma, Bronchitis, Sore Throat, Earache, Toothache, and all diseases of the throat and lungs.

The nearest and most efficient way of using menthol.

Try Them. They Sell Readily.

For Sale by Hazeltine & Perkins Drug Co., G'd Rapids, Mich.

Jas. E. Davis & Co., Detroit, Mich.

T. H. Hinchman & Co.,

Ask their traveler to show you one the next time he calls.

## ALLEN'S

25¢ BOTTLE FOR COUGHS

25¢ BOTTLE FOR CROUP

25¢ BOTTLE FOR CROUP

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25¢ BOTTLE FOR CROUP

## WHOLESALE PRICE CURRENT.

Advanced—Nothing.  
Declined—Turpentine.

### ACIDS.

Acetic, No. 8..... 9 @ 10  
Acetic, C. P. (Sp. grav. 1.040)..... 30 @ 35  
Carbolic..... 34 @ 36  
Citric..... 85 @ 90  
Muratic 36 deg..... 3 @ 5  
Nitric 36 deg..... 11 @ 12  
Oxalic..... 10 @ 12  
Sulphuric 66 deg..... 3 @ 4  
Tartaric..... 32 @ 35  
Benzoic, English..... 12 @ 15  
Benzoic, German..... 12 @ 15  
Tannic..... 12 @ 15

### AMMONIA.

Carbonate..... 14 @ 16  
Muratic (Powd. 20)..... 3 @ 5  
Aqua 16 deg or 36..... 4 @ 6  
Aqua 18 deg or 44..... 4 @ 6

### BALSAMS.

Copaiba..... 40 @ 45  
Fir..... 40 @ 45  
Peru..... 17 @ 20  
Tolu..... 45

### BARKS.

Cassia, in mats (Powd 20)..... 11 @ 12  
Cinchona, yellow..... 18 @ 19  
Elm, select..... 14 @ 15  
Elm, ground, pure..... 15 @ 16  
Elm, powdered, pure..... 15 @ 16  
Sassafras, of root..... 12 @ 13  
Wild Cherry, select..... 12 @ 13  
Bayberry powdered..... 20 @ 25  
Hemlock powdered..... 18 @ 20  
Wahoo, prime (Powd 40)..... 12 @ 13  
Soap ground..... 12 @ 13

### BERRIES.

Cubeb prime (Powd 50)..... 6 @ 90  
Juniper..... 6 @ 7  
Prickly Ash..... 50 @ 60

### EXTRACTS.

Licorice (10 and 25 lb boxes, 250)..... 27 @ 32  
Licorice, powdered, pure..... 37 @ 42  
Logwood, bulk (12 and 25 lb boxes)..... 12 @ 13  
Logwood, 1s (25 lb boxes)..... 13 @ 14  
Logwood, 2s do..... 13 @ 14  
Logwood, 3s do..... 13 @ 14  
Logwood, 4s do..... 13 @ 14  
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## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor.  
Telephone No. 95.

(Entered at the Postoffice at Grand Rapids as Second-class Matter.)

WEDNESDAY, MARCH 31, 1886.

### The Funny Clerk.

From the Grocer and Marketman.

The good natured, jovial and humorous clerk is always the one who has about all he can do to wait on his customers; we call them his, because they would rather waste a half-hour waiting for him, than have anyone else serve them, not even excepting the boss himself. Yes! and we have seen customers wait an hour and occasionally longer, to have their favorite clerk put up the goods, so they could have the pleasure of listening to his good natured rattle of witty small talk, while they, the customer, were being served.

But this clerk or salesman is by no means the "Funny Clerk" we refer to in the heading of this article. The funny clerk is quite another individual, and between him and a dead stock of stale goods we would prefer to get rid of the funny clerk first. The funny clerk is the new one in a store, he is always a new clerk and when there is nothing special doing, you will find him sitting on a barrel with the other boys gathered around him, and you may find the boss listening with the rest, the first week or so, to our funny clerks, "Did you ever hear about?" "That puts me in mind of—" "But the worst I ever." "Have you heard the latest?" etc., etc.

For a while he is quite a lion around the store, the customers laugh, the proprietor smiles, and the other boys retail some of his less objectionable sayings among lady customers—all goes well enough until our funny clerk finds his budget of old and revamped yarns, jokes, and what-nots or *bon-mots*, or whatever you may call them, has been worked over and off till the ominous and dread word, "chestnut" strikes his ear. Now begins the serious fun for the proprietor. The funny clerk has a reputation to support, and support it he will, if he has to starve it to death in the effort—he succeeds in the latter usually.

Among a few of the funny things that our funny clerk now begins to get off, is changing the spice caddies on the shelf, the flour and meal barrels, putting a pound weight under the scoop, laying a few bits of pale soap on the cheese stand, holding a scoop of salt to a customer who always tries a lump when asking to see your A sugar, wets the crease in a paper bag just before another clerk picks it up to pour granulated sugar in it for a customer—the granulated is in and out just as quick.

Then he has a few pet questions to ask the customer: "What kind of Japan tea will you have, green or black? Shall I grind it for you? Matches, yes—nam; what kind, blue head or red head or do you want them for a striking team? Corn, yes sir, what kind? green, canned or corn beef? mustard, Yes how will you have it hot or cold? Syrup; yes indeed, Johnny, how will you take it in a bag or tied with a string?" But enough of this, which might do if not carried so far as to jump the "dock off."

But our funny clerk has a funny habit of calling to another clerk, "Say!" just as a customer, who is going out and who invariably turns around to hear the funny clerk add, "George, where is the four pound sugar scoop?" The boys laugh, and the customer knows all about it and may never return. He, our funny clerk, has nailed a counterfeit dollar down at the foot of the counter, just where the saw dust will partly cover it, about nine out of ten customers stoop to pick it up and rise to find a smile on the clerk's countenance. The customer feels pleased, of course, so much so, that unless she runs a book, you may never see her again.

But to a finish. The worst and most common transgression of funny clerks—is their habit of guffing and giggling among themselves in the presence of customers. It may be innocent enough and aimed at or intended for each other, but the customer not knowing may think he is the butt of the joke.

Take the question home, did you ever notice how small and mean you felt, when you walked into a store or a room, and the clerks or the company set up a giggle or a laugh? And have you noticed that after an explanation was given that you did not feel quite sure, but what the laugh was on you? In the store a strange customer won't ask, and don't get an explanation.

Guffing, irrelative or ambiguous conversation or actions on the part of proprietor, clerks or salesmen in or around a store are not only injurious to trade, but worse, it is ill-mannered; and the stock-in-trade of a blackguard, who will pose before his associates as the funny clerk.

### Favorable Conditions.

Customer (to bartender)—That's mighty poor whisky.

Bartender—You said yesterday it was mighty good whisky.

Customer—Yesterday was Sunday, and I had to work the back door racket to get it. Any whisky is good under such circumstances.

The erection of a barrel factory is under contemplation at Salt River, Isabella county.

## JENNINGS' Flavoring Extracts!

MANUFACTURED BY  
**JENNINGS & SMITH,**  
Props. Arctic Manufacturing Co.,  
**GRAND RAPIDS, MICH.**

## PUTNAM & BROOKS Wholesale Manufacturers of PURE CANDY!

ORANGES, LEMONS,  
BANANAS, FIGS, DATES,  
Nuts, Etc.



Every can wrapped in colored tissue paper with signature and stamp on each can.

## P. STEKETEE & SONS,

JOBBER IN

## DRY GOODS,

88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers a Specialty.

## F. J. DETTENTHALER,

JOBBER OF

## OYSTERS & FISH,

BUTTER AND EGGS,

CONSIGNMENTS SOLICITED,

117 MONROE ST., - GRAND RAPIDS, MICH.

## BULKLEY, LEMON & HOOPS,

Importers and  
**Wholesale Grocers.**

Sole Agents for

Daniel Scotten & Co.'s "HIAWATHA"  
Plug Tobacco.

Lautz. Bros. & Co.'s SOAPS.

Niagara STARCH.

Dwinell, Howard & Co.'s Royal Mocha and Java.  
Royal Java.  
Golden Santos.

Thompson & Taylor Spice Co.'s "Magna-  
nolia" Package Coffee.

SOLE PROPRIETORS

"JOLLY TIME" Fine Cut.

Dark and sweet, with plug flavor, the best goods  
on the market.

In addition to a full line of staple groceries, we are the  
only house in Michigan which carries a complete assortment  
of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably  
secure the lowest prices and prompt shipment. Satisfaction  
guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,

Grand Rapids, Mich.

## The Peninsular

HAND

## Button Attaching Machine

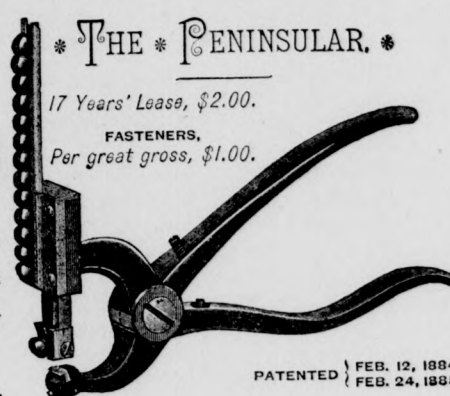
Peninsular Novelty's Co.'s

New Hand Button Setting Instrument.

The race can be detached. 3 go with  
each instrument.

Save one-half the cost of fasteners by  
using the Peninsular.

For Sale by  
G. R. Mayhew, Grand Rapids, Mich.



## CURTISS, DUNTON & CO.,

WHOLESALE

## PAPER, WOODENWARE,

TWINES, CORDAGE, ETC.

Superior and 1-2 and 1-2 Binders' Twine and Wool Twine.

LYON ST., GRAND RAPIDS, MICH.

## WM. SEARS & CO.

## Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

## JOHN CAULFIELD, WHOLESALE GROCER,

Grand Rapids, Mich.

## B. LEIDERSDORF & CO.,

MILWAUKEE, WIS.,

MANUFACTURERS OF THE CELEBRATED

UNCLE SAM, ROB ROY, MINERS AND PUD-  
DLERS, RAILROAD BOY AND HURRAH  
SMOKING; COMMANDER AND  
HAIR LIFTER CHEWING  
TOBACCOS.

Headquarters for above named brands at

JOHN CAULFIELD, WHOLESALE GROCER

Are You Going to  
Shelve a Store, Pan-  
try or Closet?



Torrance & Co., Troy, N. Y.

## STEAM LAUNDRY

43 and 45 Kent Street.  
STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO  
CHEMICALS.

Orders by Mail and Express promptly at-  
tended to.

### TIME TABLES.

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Leave.	Arrive.	Leave.	Arrive.
Ex. and N. Y.	N. Y. N. Y.	Ex. and N. Y.	N. Y. N. Y.
Mail.	Mail.	Mail.	Mail.
4:40 p. m.	7:50 a. m.	4:40 p. m.	7:50 a. m.
5:58 p. m.	9:07 a. m.	5:58 p. m.	9:07 a. m.
6:55 p. m.	10:05 a. m.	6:55 p. m.	10:05 a. m.
9:50 p. m.	11:40 a. m.	9:50 p. m.	11:40 a. m.
4:15 p. m.	9:10 a. m.	4:15 p. m.	9:10 a. m.
8:20 p. m.	9:30 a. m.	8:20 p. m.	9:30 a. m.
2:40 p. m.	3:50 a. m.	2:40 p. m.	3:50 a. m.
4:40 p. m.	8:00 a. m.	4:40 p. m.	8:00 a. m.
5:40 p. m.	8:00 a. m.	5:40 p. m.	8:00 a. m.

A local freight leaves Grand Rapids at 1 p. m.,  
carrying passengers as far as Allegan.

All trains daily except Sunday.

J. W. MCKENNEY, General Agent.

### Chicago & West Michigan.

Leave.	Arrive.	Leave.	Arrive.
Ex. and N. Y.	N. Y. N. Y.	Ex. and N. Y.	N. Y. N. Y.
Mail.	Mail.	Mail.	Mail.
4:40 p. m.	9:00 a. m.	4:40 p. m.	9:00 a. m.
5:58 p. m.	10:05 a. m.	5:58 p. m.	10:05 a. m.
6:55 p. m.	11:40 a. m.	6:55 p. m.	11:40 a. m.
9:50 p. m.	11:40 a. m.	9:50 p. m.	11:40 a. m.

The Northern terminus of this Division is at  
Baldwin, where close connection is made with  
P. & M. trains to and from Ludington and  
Manistee.

J. H. CARPENTER, Gen'l Pass. Agent.

J. B. MULLIKEN, General Manager.

### Detroit, Mackinac & Marquette.

Leave.	Arrive.	Leave.	Arrive.
Ex. and N. Y.	N. Y. N. Y.	Ex. and N. Y.	N. Y. N. Y.
Mail.	Mail.	Mail.	Mail.
4:40 p. m.	9:00 a. m.	4:40 p. m.	9:00 a. m.
5:58 p. m.	10:05 a. m.	5:58 p. m.	10:05 a. m.
6:55 p. m.	11:40 a. m.	6:55 p. m.	11:40 a. m.
9:50 p. m.	11:40 a. m.	9:50 p. m.	11:40 a. m.

Connections also made at St. Ignace with  
steamers of the Detroit and Cleveland Steam  
Navigation Company and all lake steamers.

At Marquette with the Marquette, Houghton  
& Ontonagon Railroad, for all Lake Superior  
points.

Gen. Supt., Marquette, Mich. E. W. ALLEN.

Gen. Pass. and Ticket Agent, Marquette.

### Detroit, Grand Haven & Milwaukee.

Leave.	Arrive.	Leave.	Arrive.
Ex. and N. Y.	N. Y. N. Y.	Ex. and N. Y.	N. Y. N. Y.
Mail.	Mail.	Mail.	Mail.
4:40 p. m.	9:00 a. m.	4:40 p. m.	9:00 a. m.
5:58 p. m.	10:05 a. m.	5:58 p. m.	10:05 a. m.
6:55 p. m.	11:40 a. m.	6:55 p. m.	11:40 a. m.
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& Ontonagon Railroad, for all Lake Superior  
points.

Gen. Supt., Marquette, Mich. E. W. ALLEN.

Gen. Pass. and Ticket Agent, Marquette.

### Grand Rapids & Indiana.

Leave.	Arrive.	Leave.	Arrive.
Ex. and N. Y.	N. Y. N. Y.	Ex. and N. Y.	N. Y. N. Y.
Mail.	Mail.	Mail.	Mail.
4:40 p. m.	9:00 a. m.	4:40 p. m.	9:00 a. m.
5:58 p. m.	10:05 a. m.	5:58 p. m.	10:05 a. m.
6:55 p. m.	11:40 a. m.	6:55 p. m.	11:40 a. m.
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At Marquette with the Marquette, Houghton  
& Ontonagon Railroad, for all Lake Superior  
points.

Gen. Supt., Marquette, Mich. E. W. ALLEN.

Gen. Pass. and Ticket Agent, Marquette.

### Michigan Central.

Leave.	Arrive.	Leave.	Arrive.
Ex. and N. Y.	N. Y. N. Y.	Ex. and N. Y.	N. Y. N. Y.
Mail.	Mail.	Mail.	Mail.
4:40 p. m.	9:00 a. m.	4:40 p. m.	9:00 a. m.
5:58 p. m.	10:05 a. m.	5:58 p. m.	10:05 a. m.
6:55 p. m.	11:40 a. m.	6:55 p. m.	11:40 a. m.
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Connections also made at St. Ignace with  
steamers of the Detroit and Cleveland Steam  
Navigation Company and all lake steamers.

At Marquette with the Marquette, Houghton  
& Ontonagon Railroad, for all Lake Superior  
points.

Gen. Supt., Marquette, Mich. E. W. ALLEN.

Gen. Pass. and Ticket Agent, Marquette.



## The Michigan Tradesman.

### Primary Causes of Fires.

The Home Insurance Co., of New York, has prepared a diagram, graphically illustrating the comparative number of fires by ascertained primary causes, in the United States during the year 1885, which would have been more complete, had the number of degrees assigned to each cause of fires been marked on the rim of the circle, and not left to measurement or guesswork. The diagram will prove useful and interesting. It assigns to incendiarism in the broadest sense about 107 degrees of the circle. Defective flues occupy 40 degrees. Friction in machinery, as nearly as can be estimated, is responsible for about four degrees of the circle, while boilers and steam pipes get credit for a small segment of two or three degrees. Spontaneous combustion is credited with about 10 degrees. A noticeable feature of the diagram is the large proportion of fires occurring from strictly preventable causes, the major portion of which could have been avoided by the exercise of ordinary prudence and foresight.

From a pamphlet accompanying the diagram, we take the following extract, as indicating methods of prevention:

To avoid accidents from friction of machinery, high grade oils should be used, with self-oiling bearings. The shafting should be kept true and in line. All accumulations of dust, dirt, flyings, etc., should be frequently removed from bearings, to prevent undue friction, as the heat thus generated may remain latent for some hours after the machinery has ceased running, and burst into flame when least expected; hence all important bearings should be frequently inspected during the first three hours after shutting down, in order to prevent disaster from this cause.

To avoid danger of fire, steam pipes should never be allowed to come into contact with wood or other inflammable material. When passing through floors or other woodwork, they should be provided with metal collars, having radial points or arms extending from the inside, so as to form an air-space around the pipe. When hung on the side-walls of an apartment, they should be supported on iron brackets, and be kept free from all accumulation of inflammable material. When laid near the floor, as in dry rooms, the floor should be covered with metal, and the pipes be raised above it at least three inches, and be laid in sections, resting on pieces of piping, of one or one and one-fourth inches in diameter, thus giving a free passage of air under the pipes, at the points of contact with their supports; there should be sufficient space between each section to allow ready access for removal of waste, dust, etc. The safest, and at the same time the most satisfactory, method of heating by steam pipes is to suspend them in iron stirrups, at a point some two feet below the ceiling. When so arranged, the heating capacity is not in the least diminished, while cleanliness is conserved, and the danger of fire from an accumulation of combustible material on the pipes is almost entirely eliminated.

Nearly all animal and vegetable oils, in combination with animal or vegetable fiber, will ignite spontaneously under favorable conditions, as will also lamp-black, charcoal and some kinds of bituminous coal. It will thus be seen that where oils are used, the danger of fire is imminent, and the only safeguard is to at once burn all oily, greasy or paint rags, waste, sawdust, etc., when no longer needed for use. They should be kept in metal receptacles, and removed from the building every day, and never be left on floors, under benches, etc., over night. Painters' overalls should be hung up in such position as to permit a free circulation of air about them, as they are liable to ignite spontaneously, if allowed to lie in heaps on the floors and benches.

Mineral or earth oils have not as yet developed this quality of spontaneous combustion, but a due sense of caution would suggest that they be treated with the same rigid care, so essential to safety with oils known to possess this quality of self-ignition.

### Relegated.

"Say," said Mr. Gritt to Johnny Smart-boy, as the latter was sweeping out the office one morning: "I wish you would step here a few moments."

Johnny went into the private office, and his employer said:

"You've been here two years, haven't you?"

"Yes, sir."

"I thought that was about the time."

"Well, it don't seem to me as though you were doing quite as well as you ought. I think you ought to take a little interest in the business, which I am sure you haven't. There seems to be nothing but your wages to induce you to work."

"I know," said Johnny, "I have frequently thought about that myself. Of course I have not worked for wages altogether, and that prospect has been all that has encouraged me to work as hard as I have. How much of an interest are you willing to give me?"

"Of a what?" said Mr. Gritt, falling back in his chair.

"Why, you said something about giving me an interest in the business, I thought," said Johnny, faintly.

"I guess our interests are not the same, young man. You make them the same by the end of the week or leave. Get around an hour earlier every morning after this. Close the office door after you."



**JOHN CAULFIELD**  
Wholesale Agent,  
GRAND RAPIDS, MICH.



**FOX & BRADFORD,**  
WHOLESALE  
**TOBACCOISNTS!**

FULL LINE OF ALL STAPLE  
PLUGS KEPT IN STOCK.

Sole Agents for Celebrated

F. & B. Boquet, Spanish Fly,  
Pantilla, Rosa De Oro, Amer-  
ican Club, Jim Fox  
Clipper, Moxie.

76 South Division St., Grand Rapids, Mich.

Exclusively Wholesale.

**ARCTIC**



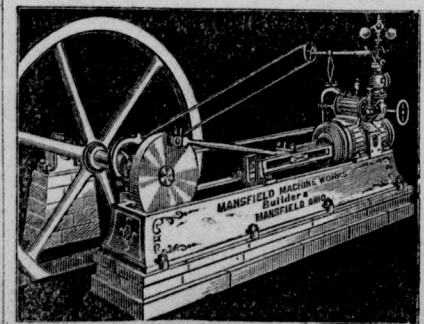
**BAKING  
POWDER**

This Baking Powder makes the WHITEST,  
LIGHTEST and most HEALTHFUL Biscuits,  
Cakes, Bread, etc. TRY IT and be convinced.  
Prepared only by the

**Arctic Manufacturing Co.,**  
GRAND RAPIDS, MICH.

PORTABLE AND STATIONARY  
**ENGINES**

From 2 to 150 Horse-Power, Boilers, Saw Mills,  
Grist Mills, Wood Working Machinery, Shaft-  
ing, Pulleys and Boxes. Contracts made for  
Complete Outfits



**W. C. Denison,**  
88, 90 and 92 South Division Street,  
GRAND RAPIDS, MICHIGAN.

See Our Wholesale Quotations else-  
where in this issue and write for

Special Prices in Car Lots.

We are prepared to make Bottom Prices on anything we handle.

**A. B. KNOWLSON,**

3 Canal Street, Basement, Grand Rapids, Mich.

ORDER A CASE OF

Leader Shorts. Leader Smoking

16c per pound.

15c per pound.

The Best in the World.

**CLARK, JEWELL & CO.**

**OLNEY, SHIELDS & CO.,**  
WHOLESALE

**GROCERS,**

And IMPORTERS OF TEAS.

Our Stock is complete in all branches. New, fresh and bought  
at latest declines and for cash.

We have specialties in TOBACCOS and CIGARS possessed  
by no other jobbers in the city.

SOLE AGENTS FOR

**McAlpin's Peavey Plug.**

The P. V. is the Finest Tobacco on the market.

ALSO SOLE AGENTS FOR

**MENDEL & BROS.' Celebrated CIGARS,**

Finer quality and lower prices than any handled  
in the market.

VISITING BUYERS ARE CORDIALLY INVITED TO CALL AND EXAM-  
INE OUR STOCK, AND MAIL ORDERS WILL RECEIVE PROMPT AND CARE-  
FUL ATTENTION.

5 and 7 Ionia Street,

Grand Rapids, Mich.

GO TO

**Putnam & Brooks**

FOR

**ORANGES, LEMONS,**

**Figs, Dates,**

ETC.

**RINDGE, BERTSCH & CO.,**

MANUFACTURERS AND WHOLESALE DEALERS IN

**BOOTS AND SHOES.**

AGENTS FOR THE

**BOSTON RUBBER SHOE CO.**

14 and 16 Pearl Street, - Grand Rapids, Mich.

**F. J. LAMB & CO.,**

WHOLESALE DEALERS IN

**Fruits, Vegetables,**

**Butter, Eggs, Cheese, Etc.**

Wholesale Agents for the Lima Egg Crates and Fillers.

8 and 10 Ionia St., Grand Rapids, Mich.

**SPRING &  
COMPANY,**

WHOLESALE DEALERS IN

Staple and Fancy

**DRY GOODS,**

**CARPETS,**

**MATTINGS,**

**OIL CLOTHS**

**ETC., ETC.**

6 and 8 Monroe Street,

Grand Rapids,

--

Michigan.

THE LEADING BRANDS OF

**TOBACCO**

Offered in this Market are as follows:

**PLUG TOBACCO.**

RED FOX	- - - - -	.42
BIG DRIVE	- - - - -	.44
PATROL	- - - - -	.40
JACK RABBIT	- - - - -	.36
SILVER COIN	- - - - -	.42
PANIC	- - - - -	.42
BLACK PRINCE, DARK	- - - - -	.35
BIG STUMP	- - - - -	.36
APPLE JACK	- - - - -	.44

2c less in orders for 100 pounds of any one brand.

**FINE CUT.**

THE MEIGS FINE CUT, DARK, Plug flavor	.62
STUNNER, DARK	.35
RED BIRD, BRIGHT	.48
OPERA QUEEN, BRIGHT	.40
FRUIT	.32
O SO SWEET	.30

2c less in 6 pail lots.

**SMOKING.**

ARTHUR'S CHOICE, LONG CUT, BRIGHT	.22
RED FOX, LONG CUT, FOIL	.26
GIPSEY QUEEN, GRANULATED	.26
OLD COMFORT, IN CLOTH	.27
SEAL OF GRAND RAPIDS, IN CLOTH	.24
DIME SMOKER, IN CLOTH	.24

2c less in 100 pound lots.

These brands are sold only by

**Arthur Meigs & Co.**  
**Wholesale Grocers,**

Who warrant the same to be unequalled. We guar-  
antee every pound to be perfect and all right in  
every particular. We cordially invite you, when in  
the city, to visit our place of business, 77, 79 and  
81 South Division Street. It may save you money.



## Groceries.

Grocers' Association of the City of Muskegon.

### OFFICERS.

President—H. B. Fargo.  
First Vice-President—Wm. B. Keiff.  
Second Vice-President—A. Towl.  
Recording Secretary—Wm. B. Keiff.  
Financial Secretary—John DeHaas.  
Board of Directors—O. Lambert, W. L. McKen-  
zie, H. B. Smith, Wm. B. Kelly, A. Towl and  
E. Johnson.  
Finance Committee—Wm. B. Kelly, A. Towl  
and E. Johnson.  
Committee on Rooms and Library—O. Lam-  
bert, H. B. Smith and W. L. McKen-  
zie.  
Complaint Committee—Wm. B. Keiff, D. A.  
Boelkins, J. O. Jeannot, R. S. Miner and L.  
Vincent.  
Law Committee—H. B. Fargo, Wm. B. Keiff  
and A. Towl.  
Transportation Committee—Wm. B. Keiff, An-  
drew Wierenga and Wm. Peor.  
Regular meetings—First and third Wednesday  
evenings of each month.  
Next meeting—Wednesday evening, April 7.

### RETAIL GROCERS' ASSOCIATION OF GRAND RAPIDS.

ORGANIZED NOVEMBER 10, 1885.

President—Erwin J. Herriek.  
First Vice-President—E. E. Walker.  
Second Vice-President—Jas. A. Coye.  
Secretary—Cornelius A. Johnson.  
Treasurer—B. S. H. H. H.  
Board of Directors—Eugene Richmond, Wm.  
H. Sigel, A. J. Elliott, Henry A. Hydrorn and  
W. E. Knox.  
Finance Committee—W. E. Knox, H. A. Hy-  
drorn and A. J. Elliott.  
Room Committee—A. J. Elliott, Eugene Rich-  
mond and Wm. H. Sigel.  
Arbitration Committee—James Farnsworth,  
M. J. Lewis and A. Rasch.  
Complaint Committee—J. George Lehman,  
Martin C. DeJager and A. G. Wagner.  
Annual meetings—Second Tuesday in Novem-  
ber.  
Regular meetings—First and Third Tuesday  
Evenings of each month.  
Next meeting—Tuesday evening, April 6.

### OUR ROLL OF HONOR.

We, the undersigned wholesale dealers of  
Grand Rapids, hereby pledge ourselves to  
the Retail Grocers' Association, not to sell  
goods in our respective lines to consumers:

OLNEY, SHIELDS & CO.,  
HAWKINS & PERRY,  
F. J. LAMB & CO.,  
BULKLEY, LEMON & HOOPS,  
AMOS MUSSELMAN & CO.,  
FOX & BRADFORD,  
O. W. BLAIN,  
IRA O. GREEN,  
MOSELEY BROS.,  
BUNTING & SHEDD,  
W. F. GIBSON & CO.,  
S. C. PEER,  
CLARK, JEWELL & CO.,  
CODY, BAIL & CO.,  
JENNINGS & SMITH,  
JOHN CALEFIELD,  
FRED D. YALE & CO.,  
TELFER & BROOKS,  
HAZELTINE & PERKINS DRUG CO.

Seconds Brands Packed in Baltimore.  
From the Baltimore Price List.

Below will be found a list of seconds  
brands packed at this market which go out  
under fictitious names. Our purpose in  
keeping these latter before the public is to  
prevent unscrupulous middlemen from im-  
posing them on buyers as standards, after  
having bought them as seconds:

Carroll Co. Packing Co.  
Frank Albert.  
Brown, Tatem & Co.  
Barnes & Connor.  
H. Byer—Cambridge.  
—Beckwith.  
Chester River.  
Dexter & Co.  
C. R. Dayton & Co.  
Edwards & Perry.  
Elder, Brewster & Co.  
J. Greenwald & Co.  
Samuel Hodges & Co.  
John Hall & Co.  
C. C. Lawrence & Co.  
Lord & Wallis.  
Marsh & Brown.  
M. Martyn & Co.  
Nunley, Hynes & Co.  
Ross & Co.  
Stewart Bros.  
Stanley Bros. & Co.  
R. Scott & Co.  
J. B. Thomas & Co.  
Tyler & Dolman.  
J. T. Williams & Co.  
P. Williamson & Co.  
R. Wheeler & Co.  
J. Walker & Co.  
Harry Webster.  
McShower & Co.  
Archer, Allen & Co.  
Baker & Brown.  
H. Mill & Co.  
Coltingham Canning Co.  
J. W. Durham & Co.  
W. H. Elmore & Son.  
John Fisher & Co.  
Griffith Preserving Co.  
J. Jones & Co.  
E. H. Lyons & Co.  
L. Lutz.  
Wm. Maxwell.  
W. H. Myer.  
H. Nelson & Co.  
Russell & Bros.  
John Sheppard.  
Spencer Wright.  
Somers, Foote & Co.  
Vinton, Baker & Co.  
P. Werner & Co.  
Webster & Co.  
Winfield & Co.  
W. Young & Co.

### It is Not Butter.

A gentleman who signs himself "A Vic-  
tim of Store Butter" sends in the following  
pertinent enquiry:

I would like to know if the product pro-  
duced by a dirty, slovenly woman, milking  
a half-starved cow, in a greasy pail, using a  
greasy milk pan covered with flies and their  
little trade marks, churned in the dirty  
kitchen, washed with unclean hands,  
packed in mouldy tubs, and covered with  
an old shirt flap has ever been named?  
Some call it butter, and it is so written on  
my grocery bill, but it is not butter.

"Silver King" coffee is all the rage. One  
silver present given with every 1 pound  
package.

### The Retail Grocers' Association.

The next meeting of the Retail Grocers'  
Association of Grand Rapids, which will  
be held on April 6, will undoubtedly be  
largely attended, as Samuel M. Lemon will  
deliver an address on the subject of "Adul-  
terated Goods," and other matters of inter-  
est to the trade will come up for discussion  
and action.

The attempt to secure local legislation es-  
tablishing a market place for farmers and  
hucksters has failed through the existence of  
a clause in the city charter, providing that  
nothing contained therein shall be construed  
to prohibit farmers from selling their own  
products in whatever quantity or whatever lo-  
cality they choose. In the light of this obsta-  
cle, the Council very properly refused to enact  
an ordinance compelling farmers and ped-  
dlers to resort to a common meeting place,  
as the provision in the charter would pre-  
clude successful prosecutions for violations  
of the ordinance. The Association will en-  
deavor to secure the repeal of the obnoxious  
clause at the next meeting of the Legisla-  
ture, and in the mean time an effort will be  
made to increase the present peddler license  
to \$25 or \$50 a year, and then see that the  
law is rigidly enforced.

The committee having in charge the pro-  
posed agreement relative to the sale of  
goods to consumers by the jobbing trade, is  
meeting with a hearty reception at the hands  
of the latter. The names of those who have al-  
ready signed the agreement will be found in  
another part of this week's paper.

Collector Cooper states that several gro-  
cers are delinquent in sending in their state-  
ments of account, as requested. He must  
have the statements in order to enforce col-  
lection, and will invariably refuse to attend  
to matters not put in that shape. Grocers  
should give this subject early attention and  
report to 60 Waterloo street.

### Cholera Germs in Valencia Raisins.

Considerable apprehension has been ar-  
roused of late over the serious illness of a  
gentleman who was addicted to the use of  
raisins, with an attack resembling Asiatic  
cholera, the supposition being that the Va-  
lencias put up in the cholera infected re-  
gions of Spain were infected with the germs  
of the disease. The matter was brought to  
the attention of the State Board of Health,  
and Secretary Baker procured a box of Va-  
lencias for the purpose of securing a micro-  
scopical examination of the same. A re-  
port having gone out from Lansing to the  
effect that the Board would shortly issue a  
warning against the use of Valencia raisins,  
THE TRADESMAN telegraphed Secretary  
Baker, asking whether the report was found-  
ed on truth, and received the following re-  
ply:

LANSING, March 30, 1886.

MICHIGAN TRADESMAN, Grand Rapids:  
Certainly not before meeting of Board on  
April 13. Perhaps not then.

HENRY B. BAKER.

### The Grocery Market.

Business and collections are both satisfac-  
tory. The market has been remarkably  
steady, no changes of any importance hav-  
ing occurred.

Oranges are in good demand, and fair  
supply. The market is a shade higher.  
Lemons are firm at last week's advance,  
and there are no prospects of any lower prices  
for some time to come. Figs and dates are  
steady.

### The Traverse City Business Men's Asso- ciation.

TRAVERSE CITY, Mich., March 27, 1886.

Editor Michigan Tradesman:

DEAR SIR—The Traverse City Business  
Men's Association held a special meeting  
Wednesday evening, called together to hear  
the report of the Transportation Committee.  
After some discussion as to what could be  
done here regarding manufacturing oat  
meal and potato starch, and deciding it  
could be done with profit, the Committee on  
Transportation reported as receiving from  
C. E. Gill, General Freight Agent of the  
Grand Rapids & Indiana Railway, a cheap  
rate of freight from Chicago to Traverse  
City. After discussion, the matter was left  
for the Secretary to interview every busi-  
ness man in town and get his ideas, and  
consent, if possible, to accept the rate  
offered. C. E. LOCKWOOD, Sec'y.

## BULL DOG Tobaccos.

## TRADE UNION LABOR UNION,

The largest amount of good tobacco for the  
least money.

### AND EXTRA GOOD

## FINE CUTS

These goods are all UNION MADE, and  
each box is duly stamped with the Union  
Label. NO SCAB WORK goes from this fac-  
tory. Every employee is a Union man and  
a L. of L.

If your jobber don't sell it, your order di-  
rect will be filled promptly at prices quoted,  
and delivered to your railroad depot free of  
freight.

Bull Dog Tobacco Works,

COVINGTON, KY.

## Dissolution of Copartnership.

Notice is hereby given that the copartner-  
ship heretofore existing under the firm name  
of Leach & Forrester, manufacturers and deal-  
ers in shingles, is this day dissolved, W. W.  
Forrester succeeding to all accounts due the  
late firm must be paid to the said W. W. For-  
rester and all debts of the late firm will be paid  
by the said W. W. Forrester.

W. W. LEACH.  
W. W. FORRESTER.

Dated at Pierson, March 16, 1886.

### MISCELLANEOUS.

Advertisements of 25 words or less inserted  
in this column at the rate of 25 cents per week,  
or 50 cents for three weeks. Advance pay-  
ment.  
Advertisements directing that answers be  
sent in care of this office must be accompanied  
by 25 cents extra, to cover expense of postage,  
etc.

SITUATION WANTED—A gentleman of con-  
siderable experience in the retail trade  
wishes to secure a position in some wholesale  
or retail house. Best of references given. Ad-  
dress J. L. Rice, 118 Barclay street, Grand  
Rapids. 132

FOR SALE—Cheap and on terms to suit, store  
with dwelling attached, in the liveliest  
manufacturing town of 2,000 population in the  
State. Splendid opening for grocery or drug  
store. Only one drug store in the place. Will  
sell for \$2,000. For terms, etc., address J. W. Her-  
rick, Muskegon, Mich. 135

FOR SALE—General stock, comprising lines  
hardware, drugs, etc. Owner is postmaster,  
at salary of \$300 per year. Am doing a good pay-  
ing business, but compelled to close out on  
sacrifice, on account of ill health. Address R.  
B. Jennings, New Troy, Mich. 135

FOR SALE—Drug store and a bargain. Ad-  
dress C. L. Brundage, 79 W. Western ave.,  
Muskegon, Mich. 135

WANTED—To sell a good hotel in a live  
lumber town. Will exchange for stock  
of merchandise. It is the only hotel in the  
place. Address "D," care TRADESMAN. 135

FOR SALE—Drug store and house and lot.  
For further particulars inquire of or ad-  
dress Box 172, Muskegon, Mich. 135

PARTNER WANTED—A grocery merchant  
with fifteen years' experience and doing  
a business of \$20,000 per year in one of the best  
towns in Northern Michigan desires a partner  
with \$2,000 capital. For particulars, address  
C. B., care THE TRADESMAN. 135

FOR SALE—The font of brevity type for-  
merly used on THE TRADESMAN. The font  
comprises 222 pounds, with italic, and can be  
had for 30 cents a pound. Apply at the office.

### COUNTRY PRODUCE.

Apples—Choice winter fruit is in fair de-  
mand at \$1.75.

Beans—Local buyers pay 50¢ @ 75¢ bu. for  
unpicked and hold ordinary hand-picked for  
\$1.00 @ \$1.15.

Butter—Michigan creamery is easy at 25¢ @ 30¢.  
Sweet dairy is in fair demand and firm at 16¢,  
while old is dull at 15¢.

Butterine—Creamery packed combs 20¢.  
Dairy rolls are held at 14¢ @ 15¢ and solid packed  
at 12¢ @ 14¢.

Cabbages—In fair demand at 8¢ @ \$1.00.  
Cheese—The best grades of October and  
November make are selling at 11¢ @ 12¢.

Cider—New sweet commands 10¢ @ 12¢ gal.  
Cranberries—The Michigan crop is about  
played out. New Jersey berries are slow sale  
at \$2 per bu. box, and Wisconsin Bell and  
Cherry berries are in occasional demand at \$5  
per bu.

Dried Apples—Quartered and sliced, 30¢ @ 35¢.  
Evaporated, 65¢ @ 70¢, according to quality.  
Dried Peaches—Pared, 15¢.

Eggs—The market is uncertain, being de-  
pendent almost entirely on the weather and  
roads. Local jobbers are paying 10¢ @ 10½¢ per  
dozen and holding at 11½¢, but the price may  
take an upward or downward turn within a  
few days.

Honey—Choice new in comb is firm at 14¢.  
Hay—Baled is active and firm at \$15 per ton  
in two and five ton lots and \$13 in car lots.  
Hops—Brewers pay 80¢ @ 10¢ lb.

Lettuce—25¢ @ 30¢ lb.  
Onions—Home-grown, 75¢ @ 80¢ bu. or \$2.25 @ 2.50  
Pop. Corn—Choice new commands 2½¢ @ 3¢ lb  
and old 3¢ @ 3½¢ lb.

Potatoes—Buyers are paying 30¢ for Rose or  
Burbancks.  
Pieplant—8¢ @ 10¢ lb.

Poultry—Scarce and high. Fowls sell for  
10¢ @ 10½¢; chickens, 11¢ @ 11½¢; ducks, 12¢; and  
turkeys, 12¢.

Sweet Potatoes—Kiln dried Jerseys, \$4 @ 5¢ bu.  
Turkeys—25¢ @ 30¢ lb.

GRAINS AND MILLING PRODUCTS.  
Wheat—No change. The city millers pay as  
follows: Lancaster, 85¢; Fulse, 82¢; Clawson,  
82¢.

Corn—Jobbing generally at 44¢ @ 45¢ in 100 bu.  
lots and 38¢ @ 40¢ in small lots and 35¢ @ 36¢ in  
car lots.

Rye—45¢ @ 50¢ bu.  
Barley—Brewers pay \$1.25 per cwt.  
Wheat—No change. Fancy Patent, \$5.50 @ 6¢ bu.  
in sacks and \$5.75 in wood. Straight, \$4.60 @ 5¢  
bu. in sacks and \$4.80 in wood.

Meal—Bolted, \$2.75 @ 3¢ bu.  
Mill Feed—Screenings, \$15 @ 16¢ ton. Bran, \$15  
@ 16¢ ton. Shells, \$16 @ 17¢ ton. Middlings, \$16 @ 17¢  
ton. Corn and Oats, \$18 @ 19¢ ton.

FRESH MEATS.  
John Mohrhard quotes the trade selling  
prices as follows:

Beef, best sides, 5¢ @ 7¢  
Fresh Beef, hind quarters, 6¢ @ 7¢  
Dressed Hogs, 5¢ @ 6¢  
Mutton, carcasses, 5¢ @ 6¢  
Veal, 6¢ @ 7¢  
Pork Sausage, 7¢ @ 8¢  
Bologna, 6¢ @ 7¢  
Fowls, 12¢ @ 13¢  
Lemon Chicken, 14¢ @ 15¢  
Ducks, 14¢ @ 15¢  
Turkeys, 14¢ @ 15¢

OYSTERS AND FISH.  
F. J. Dettenhafer quotes as follows:

New York Oysters, 35¢  
H. F. H. & Co. Selects, 32¢  
Selects, 30¢  
Anchors, 20¢  
Standards, 18¢  
Selects, by bulk, 15¢  
Standards, by bulk, 15¢  
Shrewsbury shells, 10¢  
Shrewsbury Clams, 10¢  
New York Oysters, 10¢

FRESH FISH.  
Cod, 10¢  
Haddock, 12¢  
Mackerel, 12¢  
Macinaw Trout, 12¢  
Perch, 10¢  
Smelts, 10¢  
Whitefish, 10¢

HARDWOOD LUMBER.  
The furniture factories here pay as follows  
for dry stock:

Basswood, log-run, 61¢ @ 62¢  
Birch, log-run, 16¢ @ 17¢  
Black Ash, log-run, 61¢ @ 62¢  
Cherry, log-run, 25¢ @ 26¢  
Cherry, log-run, 1 and 2, 45¢ @ 46¢  
Maple, log-run, 15¢ @ 16¢  
Maple, soft, log-run, 12¢ @ 13¢  
Maple, Nos. 1 and 2, 12¢ @ 13¢  
Maple, clear, log-run, 14¢ @ 15¢  
Maple, white, selected, 12¢ @ 13¢  
Red Oak, log-run, 11¢ @ 12¢  
Red Oak, Nos. 1 and 2, 11¢ @ 12¢  
Red Oak, No. 1, step plan, 11¢ @ 12¢  
Walnut, log-run, 11¢ @ 12¢  
Walnut, Nos. 1 and 2, 11¢ @ 12¢  
Walnuts, culls, 11¢ @ 12¢  
Grey Elm, log-run, 11¢ @ 12¢  
White Ash, log-run, 11¢ @ 12¢  
Whitewood, log-run, 11¢ @ 12¢

## WHOLESALE PRICE CURRENT.

These prices are for cash, buyers, who pay  
promptly and buy in full packages.

AXLE GREASE.  
Frazer's, 90 Paragon, 2 10  
Diamond X, 60 Paragon, 2 10  
Modoc, 4 doz, 50 Paragon, 2 10

BAKING POWDER.  
Thompson's Butterfly, bulk, 25  
" 6 or 10 cans, 25  
" 14, 4 doz, 1 95  
" 14, 2 doz, 1 95  
J. H. Thompson & Co.'s Princess, 1 25  
" 14, 2 doz, 1 25  
" 14, 4 doz, 1 25  
" 14, 8 doz, 1 25  
" 14, 16 doz, 1 25  
" 14, 32 doz, 1 25  
" 14, 64 doz, 1 25  
" 14, 128 doz, 1 25  
" 14, 256 doz, 1 25  
" 14, 512 doz, 1 25  
" 14, 1024 doz, 1 25  
" 14, 2048 doz, 1 25  
" 14, 4096 doz, 1 25  
" 14, 8192 doz, 1 25  
" 14, 16384 doz, 1 25  
" 14, 32768 doz, 1 25  
" 14, 65536 doz, 1 25  
" 14, 131072 doz, 1 25  
" 14, 262144 doz, 1 25  
" 14, 524288 doz, 1 25  
" 14, 1048576 doz, 1 25  
" 14, 2097152 doz, 1 25  
" 14, 4194304 doz, 1 25  
" 14, 8388608 doz, 1 25  
" 14, 16777216 doz, 1 25  
" 14, 33554432 doz, 1 25  
" 14, 67108864 doz, 1 25  
" 14, 134217728 doz, 1 25  
" 14, 268435456 doz, 1 25  
" 14, 536870912 doz, 1 25  
" 14, 1073741824 doz, 1 25  
" 14, 2147483648 doz, 1 25  
" 14, 4294967296 doz, 1 25  
" 14, 8589934592 doz, 1 25  
" 14, 17179869184 doz, 1 25  
" 14, 34359738368 doz, 1 25  
" 14, 68719476736 doz, 1 25  
" 14, 137438953472 doz, 1 25  
" 14, 274877906944 doz, 1 25  
" 14, 549755813888 doz, 1 25  
" 14, 1099511627776 doz, 1 25  
" 14, 2199023255552 doz, 1 25  
" 14, 4398046511104 doz, 1 25  
" 14, 8796093022208 doz, 1 25  
" 14, 17592186044416 doz, 1 25  
" 14, 35184372088832 doz, 1 25  
" 14, 70368744177664 doz, 1 25  
" 14, 140737488355328 doz, 1 25  
" 14, 281474976710656 doz, 1 25  
" 14, 562949953421312 doz, 1 25  
" 14, 1125899906842624 doz, 1 25  
" 14, 2251799813685248 doz, 1 25  
" 14, 4503599627370496 doz, 1 25  
" 14, 9007199254740992 doz, 1 25  
" 14, 18014398509481984 doz, 1 25  
" 14, 36028797018963968 doz, 1 25  
" 14, 72057594037927936 doz, 1 25  
" 14, 144115188075855872 doz, 1 25  
" 14, 288230376151711744 doz, 1 25  
" 14, 576460752303423488 doz, 1 25  
" 14, 1152921504606846976 doz, 1 25  
" 14, 2305843009213693952 doz, 1 25  
" 14, 4611686018427387904 doz, 1 25  
" 14, 9223372036854775808 doz, 1 25  
" 14, 18446744073709551616 doz, 1 25  
" 14, 36893488147419103232 doz, 1 25  
" 14, 73786976294838206464 doz, 1 25  
" 14, 147573952589676412928 doz, 1 25  
" 14, 295147905179352825856 doz, 1 25  
" 14, 590295810358705651712 doz, 1 25  
" 14, 1180591620717411303424 doz, 1 25  
" 14, 2361183241434822606848 doz, 1 25  
" 14, 4722366482869645213696 doz, 1 25  
" 14, 9444732965739290427392 doz, 1 25  
" 14, 18889465931478580854784 doz, 1 25  
" 14, 37778931862957161709568 doz, 1 25  
" 14, 75557863725914323419136 doz, 1 25  
" 14, 151115727451828646838272 doz, 1 25  
" 14, 302231454903657293676544 doz, 1 25  
" 14, 604462909807314587353088 doz, 1 25  
" 14, 1208925819614629174706176 doz, 1 25  
" 14, 2417851639229258349412352 doz, 1 25  
" 14, 4835703278458516698824704 doz, 1 25  
" 14, 9671406556917033397649408 doz, 1 25  
" 14, 19342813113834066795298816 doz, 1 25  
" 14, 38685626227668133590597632 doz, 1 25  
" 14, 77371252455336267181195264 doz, 1 25  
" 14, 154742504910672534362390528 doz, 1 25  
" 14, 309485009821345068724781056 doz, 1 25  
" 14, 618970019642690137449562112 doz, 1 25  
" 14, 1237940039285380274899244224 doz, 1 25  
" 14, 2475880078570760549798488448 doz, 1 25  
" 14, 4951760157141521099596976896 doz, 1 25  
" 14, 9903520314283042199193953792 doz, 1 25  
" 14, 19807040628566084398387907584 doz, 1 25  
" 14, 39614081257132168796775815168 doz, 1 25  
" 14, 79228162514264337593551630336 doz, 1 25  
" 14, 158456325028528675187103260672 doz, 1 25  
" 14, 316912650057057350374206521344 doz, 1 25  
" 14, 633825300114114700748413042688 doz, 1 25  
" 14, 1267650600228229401496826085376 doz, 1 25  
" 14, 2535301200456458802993652170752 doz, 1 25  
" 14, 5070602400912917605987304341504 doz, 1 25  
" 14, 10141204801825835211974608683008 doz, 1 25  
" 14, 20282409603651670423949217366016 doz, 1 25  
" 14, 40564819207303340847898434732032 doz, 1 25  
" 14, 81129638414606681695796869464064 doz, 1 25  
" 14, 162259276829213363391593738928128 doz, 1 25  
" 14, 324518553658426726783187477856256 doz, 1 25  
" 14, 649037107316853453566374955712512 doz, 1 25  
" 14, 1298074214633706907132749911425024 doz, 1 25  
" 14, 2596148429267413814265499822850048 doz, 1 25  
" 14, 5192296858534827628530999645700096 doz, 1 25  
" 14, 10384593717069655257061999291400192 doz, 1 25  
" 14, 20769187434139310514123998582800384 doz, 1 25  
" 14, 41538374868278621028247997165600768 doz, 1 25  
" 14, 83076749736557242056495994331201536 doz, 1 25  
" 14, 166153499473114484112991988662403072 doz, 1 25  
" 14, 332306998946228968225983977324806144 doz, 1 25  
" 14, 664613997892457936451967954649612288 doz, 1 25  
" 14, 1329227995784915872903935909299224576 doz, 1 25  
" 14, 2658455991569



OUT AROUND.

News and Gossip Furnished by Our Own Correspondents.

**Stanwood.**  
B. P. Harris is having his store and increasing its shelving capacity.  
Henry Lammon has purchased Jas. Vanauken's blacksmith and wagon shop.

**Ashten.**  
Brett Bros. have about 700,000 feet of maple, elm and beech logs on hand, which they expect to cut into lumber during the next four months. They will manufacture table and chair legs as usual this season, but will not operate their handle lathe until the handle market looks up somewhat.

The Ashton Lumber Co., at Dewing Siding, has about a million feet of hardwood and half a million feet of pine logs on hand, which will keep the mill humming until September.

A. Purchase & Son, who have operated a sawmill here for four or five years past, has sold out to Frayer Halladay, who will continue the business. He has about 400,000 feet of hardwood logs on hand.

**East Saginaw.**

J. T. Bell, our North Water street produce dealer, is writing a series of letters for the Courier descriptive of his recent trip through the West. They are very interesting.

**Elk Rapids.**

Mrs. Winnie has moved her stock of candies and tinware into the Goldman building on River street and opened a restaurant in connection.

S. Spaulding has returned from Abilene, Kansas. He has purchased the building formerly occupied by Mrs. Winnie and has opened a restaurant there.

The Elk Rapids Iron Co. has purchased the large steam barge Morley. She will carry iron ore.

The business outlook is improving in this section. Business in this part of the country has increased about one-third over the same period last year, and the indications are for a first-class spring and summer trade.

**Lakeside.**

Messrs. Fred H. Miller and Hugh Rodgers have each purchased a one-sixth interest in the sawmill of A. Rodgers & Co., at Lakeside. The amount paid for each for his interest was \$10,000. For the present the firm name will remain unchanged. Mr. Hugh Rodgers, who is present manager at the mill, will act as general superintendent, and Mr. Miller, some years book-keeper for C. J. Hamilton & Co., will take charge of the office work. Both are young men.

Hunter, Tillotson & Co. are now at work on an order for 25,000 boxes, to be shipped to Honduras. The order was received through a San Francisco firm and the boxes will be shipped as fast as manufactured.

**Hartford.**

The new opera house to be erected here this spring is already commenced. It is to be a three-story building, with an opera house in the upper stories and three stores in the lower story.

A new meat market has started in the rear of M. C. Conklin's grocery store, and is run by him.

The Kimball Piano and Organ Co. has started a branch store here.

F. Ingraham will build a brick store this spring. Also L. P. Hensen, the jeweler.

**Traverse City.**

Increase of business has caused the Buller Bros. to add a car load of new machinery to their Acme Woolen factory. The machinery will be set up at once, and the mill run to its utmost capacity.

Hamilton & Milliken have sold to a Chicago house, to be delivered as fast as made, 1,750 pairs of blankets, manufactured at the Acme Woolen Mills.

Frank Martinek, who left here about a year ago to go into business at East Jordan, has returned and accepted a position in his brother's jewelry store.

Capt. Wilbur has been in town, perfecting arrangements for the running of the Grand Rapids. Capt. Robertson, of the Lou A. Cummings, is also here fitting up his steamer.

The largest single shipment of fish this season was made this week, consisting of twenty-two tons.

The W. U. Telegraph wires are being removed from the inland route from Elk Rapids to Bellaire via Williamsburg and Spencer Creek, and are to be replaced at once with telephone wires, thus connecting all these towns with Traverse City.

**Otter Lake.**

F. Wolf will move his stock of millinery and dry goods to Fostoria.

The shingle mill of W. A. Wallace will shut down for the season on the 28th, as he has no more timber at present, and bolts are selling at such prices that it will not pay to ship them in and saw them here.

George Atkins has rented the Junction Hotel and will be the new landlord there, John Parks having retired to private life.

**Big Rapids.**

John H. Foster will build a brick store building on Michigan avenue this season.

The Old Fellows will build a three story brick building, 25x100 feet, on Michigan avenue.

Geo. Bradbeer, who engaged in the book business here six months ago, has made an assignment to D. F. Glidden.

The balance of H. Flynn's stock has been sold at auction by W. D. Robinson.

Capt. Oleson, who engaged in the boot and shoe business here about a year ago, has been closed on a chattel mortgage held by H. S. Robinson & Burtenshaw, of Detroit. S. Anderson purchased the stock at about fifty cents on the dollar. Oleson thinks of engaging in the dry goods business in the store lately vacated by H. Flynn.

M. B. Wiseman has been closed on a chattel mortgage for \$500, held by Glidden & Marsh.

Wm. Vanloo, for many years at the head of the Big Rapids Furniture Co., has sold his stock to J. G. Martz. The present stockholders are J. G. Martz, Corydon Fuller, of Des Moines, Iowa, and a sister of Mr. Martz, residing in Indiana. Mr. Martz contemplates increasing the capacity of the establishment. In the exchange Wm. Vanloo comes in possession of the Furniture block, now occupied by Clough, Pierce & Co. and J. Stilwell & Sons. M. B. Pierce has engaged to travel for the new concern, and starts out this week.

A journal in the interests of carriage builders says hickory axles have advanced 20 per cent. within a year, while good, dry wood material is scarce and will naturally increase.

VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses:

Wm. Vermeulen, Beaver Dam.  
A. Purchase, South Blenheim.  
Jas. Toland, Ross.  
F. Naragang, Byron Center.  
Mr. Tans, of Denbender & Tans, Vriesland.  
E. B. Richards, Kent City.  
A. & L. M. Wolf, Hudsonville.  
John Kamps, Zutphen.  
Louis Kolkema, Holland.  
C. P. Sears, Rockford.  
Geo. Lentz, Croton.  
A. M. Church, Alpine.  
G. H. Walbrink, Allendale.  
Geo. Carrington, Trent.  
A. C. Barclay, Crosby.  
W. S. Root, Tallmadge.  
Paine & Field, Englishville.  
M. J. Howard, Englishville.  
J. C. Benbow, Cannonsburg.  
Mr. Wheeler, Wheeler Bros., Shelby.  
J. W. Mead, Berlin.  
Jas. Barnes, Anstetitz.  
Wm. Karsten, Beaver Dam.  
D. Ford, Horton's Bay.  
M. J. & G. S. Bright, Holland.  
Jay Meek, Berlin.  
A. W. Blair, Dutton.  
P. Hanson, of Hanson Bros., Morley.  
Mr. Gibbs, Gibbs Bros., Mayfield.  
Mr. Haynes, of Mosher & Haynes, Howard City.  
Silas Lowe, Burnip's Corner.  
E. Vanderveen, Holland.  
J. A. Provin, Cedar Springs.  
G. H. Rice, of Rice Bros., Kalkaska.  
F. L. Blake, Irving.  
E. Conklin, Ravenna.  
Mr. Darling, Darling & Roberts, Sparta.  
H. T. Johnson, Saranac.  
E. B. Rice, of Rice Bros., Coopersville.  
J. L. Bartz, North Dor.  
M. Heyboer & Bro., Drenthe.  
Mr. Burton, Myers & Burton, Alletton.  
Colborn & Carpenter, Caledonia.  
A. B. Scheid, Kalamazoo.  
Mr. Polasky, Polasky & Schaeffsky, Kalamazoo.  
M. Minderhout, Hanley.  
F. B. Watkins, Monterey.  
E. S. Botford, Dor.  
Sisson & Lilley Lumber Co., Lilley P. O.  
B. E. West & Co., Lowell.  
A. A. Hastings, Sparta.  
Dr. John Graves, Wayland.  
Nagler & Beeler, Caledonia.  
C. E. & S. J. Koon, Lisbon.  
O. W. Messenger, Spring Lake.  
G. P. Stark, Cascade.  
C. W. Warren, Big Rapids.  
Beecher & Kymmer, Elk Rapids.  
J. O. Look, Lowell.  
Neal McMillan, Rockford.  
L. E. Paige, Sparta.  
W. O. Lake, Morley.  
S. M. Geary, Maple Hill.  
N. DeVries, Jamestown.  
Geo. W. Shearer, Cedar Springs.  
Smith & Bristol, Ada.  
J. Grutter, Grandville.

Good Words Unsolicited.

W. A. DeHart, general dealer, Vicksburgville:  
"Like the paper."  
H. E. Grand-Girard, druggist, Big Rapids:  
"Can't do without it."  
A. S. Hobart & Co., books and crockery, Big Rapids:  
"It is an excellent paper."  
Cal. L. Martin, manager Beecher & Kymmer, druggists, Elk Rapids:  
"I appreciate it highly, especially the druggists' corner. No druggists should be without it."

**His Was Not a Lactometer Case.**

A resident of the West Side was complaining to his grocer the other day about the poor character of the lactal fluid his milkman sold him, and the latter advised him to get a lactometer.

"A lactometer? What's that?" he asked.

"An instrument which determines if there is any water in the milk."

"Well, the lactometer wouldn't do me any good."

"Why?"

"What I want to determine is whether there is any milk in the water he sells me."

Somebody has taken the pains to figure out that the United States produces enough lumber each year to load 1,428,581 railroad cars, each carrying 7,000 feet. It is also said that this would make a train 8,500 miles long, or about one-third around the world!

**WOODENWARE.**

Standard Tubs, No. 1.....7.00  
Standard Tubs, No. 2.....5.00  
Standard Pails, No. 1.....1.00  
Standard Pails, two hoop.....1.40  
Standard Pails, three hoop.....1.05  
White Cedar, three hoop.....2.00  
Dowel Pails, No. 1.....1.00  
Dowel Tubs, No. 1.....7.00  
Dowel Tubs, No. 2.....6.00  
White Cedar, No. 1.....7.50  
White Cedar, No. 2.....6.50  
Maple Bowls, assorted sizes.....2.00  
Butter Lads.....1.25  
Rolling Pins.....1.00  
Potholder Mashers.....2.00  
Clothes Pounders.....2.00  
Clothes Pins......50  
Mop Stocks.....1.25  
Washboards, double.....2.25

**BASKETS.**

Diamond Market.....40.00  
Rushel, narrow band.....1.00  
Rushel, wide band.....1.75  
Clothes, splint, No. 1.....3.50  
Clothes, splint, No. 2.....3.00  
Clothes, splint, No. 3.....4.00  
Clothes, willow, No. 1.....5.00  
Clothes, willow, No. 2.....6.00  
Clothes, willow, No. 3.....7.00

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Depot for Independence Wood Split Pulley. Large stock kept on hand. Send for sample pulley and become convinced of their superiority. Write for prices. 130 Oakes St., Grand Rapids, Mich.

**HESTER & FOX.**  
Manufacturers' Agents for  
Saw and Grist Mill Machinery,  
Planers, Matchers, Moulders and all  
kinds of Wood-Working Machinery,  
Saws, Belting and Oils.

**Common, Bra and Fencing.**

104 to 600.....per keg \$2.50  
8d and 9d adv.....25  
6d and 7d adv.....25  
4d and 5d adv.....25  
3d adv.....25  
3d fine advance.....1.75  
Clink nails, adv.....1.75  
Finishing 10d 8d 6d 4d  
Size-inches 3 2 1 1 1 1 1 1  
Adv. per keg 2 2 1 1 1 1 1 1  
Steel Nails-2 65

**MOLASSES GATES.**

Stebbin's Pattern.....dis 70  
Stebbin's Genuine.....dis 70  
Enterprise, self-measuring.....dis 25

**MAULS.**

Sperry & Co.'s, Post, handled.....dis 50

**OLIVERS.**

Zinc or tin, Chase's Patent.....dis 50  
Zinc, with brass bottom.....dis 50  
Brass or Copper.....dis 50  
Reaper.....per gross, \$12 net  
Oliver's.....50x10

**PLANES.**

Ohio Tool Co.'s, fancy.....dis 15  
Sciota Bench.....dis 25  
Sandsky Tool Co.'s, fancy.....dis 15  
Bench, first quality.....dis 20  
Stanley Rule and Level Co.'s, wood.....dis 20x10

**PANS.**

Fry, Acme.....dis 50x10  
Common, polished.....dis 50x10  
Dripping.....per lb 6

**RIVETS.**

Iron and Tinned.....dis 40  
Copper Rivets and Burs.....dis 60

WHOLESALE PRICE CURRENT.

These prices are for cash buyers, who pay promptly and buy in full packages.

**AUGERS AND BITS.**

Ives', old style.....dis 60x10  
N. H. C. Co.....dis 60x10  
Douglas.....dis 60x10  
Pierces.....dis 60x10  
Snell's.....dis 60x10  
Cook's.....dis 60x10  
Jennings.....dis 60x10  
Jennings, imitation.....dis 60x10

**BALANCES.**

Spring.....dis 40

**BARROWS.**

Railroad.....\$ 13 00  
Garden.....net 33 00

**BELLS.**

Hand.....dis 60x10x10  
Cow.....dis 30x15  
Call.....dis 25  
Gong.....dis 60x10

**BOILERS.**

Stove.....dis 40  
Carriage new list.....dis 80  
Plow.....dis 30x10  
Sleigh shoe.....dis 60x10  
Wrought Barrel Bolts.....dis 60x10  
Cast Barrel Bolts.....dis 60  
Cast Square Spring.....dis 60x10  
Cast Chain.....dis 60x10  
Wrought Barrel, brass knob.....dis 60x10  
Wrought Square.....dis 60x10  
Wrought Sink.....dis 60  
Wrought Bronze and Plate.....dis 60x10  
Flush.....dis 60x10  
Ives' Door.....dis 60x10

**BRACES.**

Barber.....dis 40  
Backus.....dis 50x10  
Spofford.....dis 50  
Am. Ball.....dis net

**BUCKETS.**

Well, plain.....\$ 3 50  
Well, swivel.....4 00

**BUTTS, CAST.**

Cast Loose Pin, figured.....dis 70x10  
Cast Loose Pin, Berlin bronzed.....dis 70x10  
Cast Loose Joint, repurposed.....dis 60x10  
Wrought Narrow, bright fast joint.....dis 60x10  
Wrought Loose Pin.....dis 60x5  
Wrought Loose Pin, acorn tip.....dis 60x5  
Wrought Loose Pin, Japanese, silver tipped.....dis 60x5  
Wrought Table.....dis 10x60  
Wrought Insulator, Blind.....dis 10x60  
Wrought Brass.....dis 75  
Blind, Clark's.....dis 80x10  
Blind, Parker's.....dis 80x10  
Blind, Shepard's.....dis 70

**CAPS.**

Ely's L-10.....per m \$ 65  
Hick's C. F.....dis 35  
G. D.....dis 35  
Musket.....dis 60

**CATRIGES.**

Rim Fire, U. M. C. & Winchester new list 50x10  
Rim Fire, United States.....dis 50x10  
Central Fire.....dis 50x10

**CHISELS.**

Socket Firmer.....dis 75x10  
Socket Framing.....dis 75x10  
Socket Corner.....dis 75x10  
Socket Slicks.....dis 75  
Butcher's Tanged Firmer.....dis 40  
Barton's Socket Firmer.....dis 20  
Cold.....dis net

**COMBS.**

Curry, Lawrence's.....dis 40x10  
Hotchkiss.....dis 25

**COCKS.**

Brass, Racking's.....dis 60  
Bibb's.....dis 60  
Beer.....dis 40x10  
Fenns.....dis 60

**COPPER.**

Planished, 14 oz out to size.....per lb 28  
14x32, 14x50.....dis 31  
Cold Rolled, 14x50 and 14x60.....dis 21  
Cold Rolled, 14x48.....dis 19

**DRILLS.**

Morse's Bit Stock.....dis 40  
Taper and Straight Shank.....dis 40  
Morse's Taper Shank.....dis 40

**ELBOWS.**

Com. 4 piece, 6 in.....dis 85  
Corrugated.....dis 20x10  
Adjustable.....dis 3x10

**EXPANSIVE METAL.**

Clar's, small, \$18 00; large, \$26 00.....dis 20  
Ives', 1 1/8 in. 2, \$24 00; 3, \$30 00.....dis 25

**FILES-NEW LIST.**

American File Association List.....dis 55x10  
Disston's.....dis 55x10  
New American.....dis 55x10  
Nicholson's.....dis 55x10  
Heller's Horse Rad.....dis 55x10

**GALVANIZED IRON.**

Nos. 16 to 30.....dis 28  
List.....dis 15  
Discount, Juniata 50x10, Charcoal 60.

**Gauges.**

Stanley Rule and Level Co.'s.....dis 50

**HAMMERS.**

Maydole & Co.'s.....dis 25  
Kip's.....dis 25  
Corker & Plumb's.....dis 40x10  
Mason's Solid Cast Steel.....30 c 40x10  
Blacksmith's Solid Cast Steel, Hand.....30 c 40x10

**HANGERS.**

Barn Door Kicker, 12x14, Wood track.....50x10  
Champion, anti-friction.....dis 60x10  
Kicker, wood track.....dis 40

**HINGES.**

Gate, Clark's, 1, 2, 3.....dis 20  
State.....per doz, net, 2 50  
Screw Hook and Strap, to 12 in. 4 1/4 1/4 and longer.....34  
Screw Hook and Eye, 1/2.....net 10 1/2  
Screw Hook and Eye, 3/4.....net 12 1/2  
Screw Hook and Eye, 1.....net 14 1/2  
Screw Hook and Eye, 1 1/2.....net 17 1/2  
Strap and T.....dis 65

**HOLLOW WARE.**

Stamped Tin Ware.....30  
Japanned Tin Ware.....25  
Granite Iron Ware.....25

**HOES.**

Grub 1.....\$11 00, dis 60  
Grub 2.....11 50, dis 60  
Grub 3.....12 00, dis 60

**KNOBS.**

Door, mineral, jap. trimmings.....45  
Door, porcelain, jap. trimmings.....45  
Door, porcelain, plated trimmings.....45  
Door, porcelain, trimmings.....45  
Drawer and Shutter, porcelain.....dis 70  
Picture, H. L. Judd & Co.'s.....40x10  
Hemacite.....dis 45

**LOCKS-DOOR.**

Russell & Irwin Mfg. Co.'s new list.....dis 45  
Mallory, Wheeler & Co.'s.....dis 45  
Brantford's.....dis 45  
Norwalk's.....dis 45

**LEVELS.**

Stanley Rule and Level Co.'s.....dis 70

**MILLS.**

Coffee, Parkers Co.'s.....dis 40x10  
Coffee, P. S. & W. Mfg. Co.'s, Maltese dis 60  
Coffee, Landers, Perry & Clark's.....dis 60  
Coffee, Enterprise.....dis 25

**MATTOCKS.**

Adze Eye.....\$16 00, dis 60  
Hunt Eye.....\$15 00, dis 60  
Hunt's.....\$18 50, dis 20 & 10

**NAILS.**

Common, Bra and Fencing.....per keg \$2 50  
8d and 9d adv.....25  
6d and 7d adv.....25  
4d and 5d adv.....25  
3d adv.....25  
3d fine advance.....1.75  
Clink nails, adv.....1.75  
Finishing 10d 8d 6d 4d  
Size-inches 3 2 1 1 1 1 1 1  
Adv. per keg 2 2 1 1 1 1 1 1  
Steel Nails-2 65

**MOLASSES GATES.**

Stebbin's Pattern.....dis 70  
Stebbin's Genuine.....dis 70  
Enterprise, self-measuring.....dis 25

**MAULS.**

Sperry & Co.'s, Post, handled.....dis 50

**OLIVERS.**

Zinc or tin, Chase's Patent.....dis 50  
Zinc, with brass bottom.....dis 50  
Brass or Copper.....dis 50  
Reaper.....per gross, \$12 net  
Oliver's.....50x10

**PLANES.**

Ohio Tool Co.'s, fancy.....dis 15  
Sciota Bench.....dis 25  
Sandsky Tool Co.'s, fancy.....dis 15  
Bench, first quality.....dis 20  
Stanley Rule and Level Co.'s, wood.....dis 20x10

**PANS.**

Fry, Acme.....dis 50x10  
Common, polished.....dis 50x10  
Dripping.....per lb 6

**RIVETS.**

Iron and Tinned.....dis 40  
Copper Rivets and Burs.....dis 60

GUNN HARDWARE COMPANY,

Exclusively Wholesale,

Present to the Trade the

Largest and Most Complete Line

Shelf and Heavy Hardware

EVER SHOWN IN WESTERN MICHIGAN.

Our Stock Comprises Everything

Included in a First-Class

HARDWARE STOCK.

Dealers visiting the City are Cordially Invited to Call and Inspect our Establishment.

**PATENT PLANISHED IRON.**

"A" Wood's patent planished, Nos. 24 to 27 10  
"B" Wood's put, planished, Nos. 25 to 27 9  
Broken packs 1/2 lb extra.

**ROFES.**

Sisal, 1/4 in. and larger.....8 1/2  
Manilla.....15

**SQUARES.**

Steel and Iron.....dis 70  
Try and Bevels.....dis 60  
Mitre.....dis 20

**SHEET IRON.**

Com. Smooth.....dis 17  
Nos. 10 to 14.....\$4 20  
Nos. 15 to 21.....4 20  
Nos. 22 to 24.....4 20  
Nos. 25 to 26.....4 30  
Nos. 27.....4 40

**SHEET ZINC.**

In casks of 600 lbs. 5/4  
In smaller quantities, 7/4

**TINNER'S SOLDER.**

No. 1, R



# WHOLESALE CROCKERY, H. LEONARD & SONS, GRAND RAPIDS, MICH.



## OIL CANS.

	Per doz.
3-gal. "Good Enough," Tin.	12 00
5-gal. " " " "	15 00
5-gal. " " " "	18 00
10-gal. " " " "	24 00
7 1/2-gal. Glass Can, Tin Jacket.	3 00
1-gal. " " " "	3 50
1/2-gal. Tin Can.	1 00
1-gal. " " " "	2 00



## Glass Standard Lamps.

	No. 46.
1/2 doz. No. 171 A. Stand Lamps.	1 00
1/2 doz. No. 171 B. " "	1 40
1/2 doz. No. 191 A. " "	1 50
1/2 doz. No. 191 B. " "	1 50
1/2 doz. No. 191 C. " "	2 25
1/2 doz. No. 191 D. " "	2 25
1/2 doz. No. 155 B. " "	1 75
1 doz. No. 700 Low Hand Lamps.	80
1 doz. No. 102. " "	80
1/2 doz. No. 85 Footed Hand Lamps.	1 35

Package..... 7 77

Less 10 per cent on \$7 77..... 8 27

4 1/2 doz. No. 1 Burners.	50
1 doz. No. 0. " "	45

Sold either with or without the Burners. 10 20



## Fine Glazed Earthenware

12 1/2-gal. "Common Sense" Stew Pans.	6 72
24 1-gal. " " " "	8 1 92
12 1-gal. " " " "	8 96
1/2 doz. 1-gal. Stew Pans, round bottom.	2 00
1/2 doz. 1-gal. " " " "	1 50

Package..... 4 77

25

5 02

A complete stock of AKRON OHIO STONEWARE constantly on hand. We are agents of Akron Stoneware Association and will make special prices in car lots delivered to any point in Michigan or Indiana.

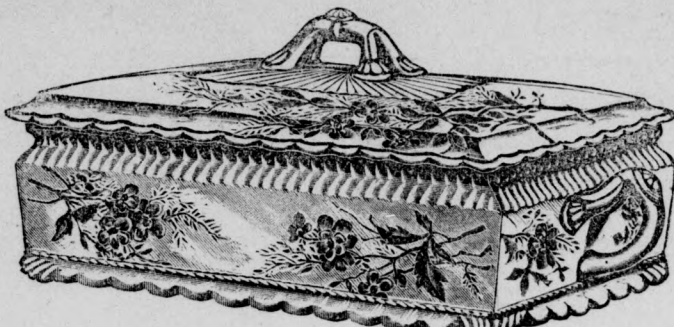


## "Burgess & Goddard's" White Granite English Ware, "Crown" Shape.

	Diamond X.
4 doz. Plates, 10 in.	48 1 92
4 doz. " " " "	58 2 32
11 doz. " Breakfast "	69 7 59
3 doz. " Dinner "	80 2 40
1 doz. " Soup "	69 69
6 doz. Fruit Saucers, 4 in.	32 1 92
6 sets Handled Teas.	42 2 52
18 sets Unhandled Teas.	35 6 30
15 platters 1 in. 8 in. 9 in. 10 in. 11 in. 12 in.	2 54
8 " 11 in. 12 in. 13 in. 14 in. 15 in.	2 54
16 Bakers 5 in. 6 in. 7 in. 8 in.	1 80
24 Scoops, 5 in. 6 in. 7 in. 8 in.	2 70
2 Covered Dishes, 7 in. 8 in. 9 in.	4 40
2 " 10 in. 11 in. 12 in. 13 in.	5 10
1 Sauce Boat, 14 in. 2 Pickle, 11 in.	3 83
4 Covered Butters.	3 40
2 Tea Pots, 2 1/2 gal.	3 40
6 Sugar Bowls, 2 1/2 gal.	2 57
6 Creamers, 2 1/2 gal.	1 38
3 Bowls, quarts.	1 06
6 " pint and a half.	85 42
6 " pint.	71 35
24 Pitchers, 6s 12s 24s 30s 36s	4 14
4 pair Ewers and Basins, 9s.	8 08
6 Covered Chambers, 9s.	5 10
6 Soaps, 2 1/2 each; 6 Mugs, .07 each.	2 06
Crates	2 50

## Lines of Crockery

Carried in Original Packages or Repacked to order: Wedgewood & Co., White Granite; Knowles, Taylor & Knowles, White Granite; T. & R. Boote, Royal Semi Porcelain; Wedgewood & Co., Lustre Band; W. H. Grindley & Co., Decorated Ware; T. & R. Boote, Decorated Ware.



## The Square "Windsor" Dinner Ware.

Price-List on Application.

This new decorated pattern is the success of the trade and readily retails at \$48.50 per set of 125 pieces. Positively the handsomest set on the market.

## ASSORTED CRATE

## "A. Meakins" Lustre Band Decoration "Albion" Square Shape.

	Diamond L.
4 doz. Plates, 5 in. or Pie.	73 2 92
4 doz. " 6 in. or Tea.	80 3 32
10 doz. " 7 in. or Breakfast.	1 06 10 60
3 doz. " 8 in. or Dinner.	1 12 3 66
6 doz. Fruit Saucers, 4 in.	49 2 94
2 doz. Soup Plates, 7 in.	1 06 2 12
21 Platters, 8 in. 9 in. 10 in. 11 in. 12 in. 14 in.	4 6 30
12 Bakers, 5 in. 6 in. 7 in. 8 in.	2 92
24 Scoops, 5 in. 6 in. 7 in. 8 in.	5 25
6 Covered Dishes, 7 in. 8 in. 9 in.	3 90
6 Boats, 2 1/2 gal. 4 Pickles, 1 1/2 gal.	1 95
2 Sauce Tureens, complete.	9 75
4 Covered Butters, 5 in.	5 85
12 doz. Individual Butters.	33 9 96
4 Casseroles, 7 in. 8 in. 9 in.	2 92
3 Tea Pots, 2 1/2 gal. 5 20; 6 Sugars, 2 1/2 gal. 4 30	3 49
6 Creams, 2 1/2 gal.	1 95
18 Bowls, 2 1/2 gal. 30s 36s	1 93
24 Pitchers, 6s 12s 24s 30s 36s	5 76
3 pairs Ewers and Basins, 9s.	12 35
3 Covered Chambers, 9s.	7 80
2 Soaps, 4 1/2; 2 Vases, 4 1/2; 6 Mugs, 1 1/2	2 26
24 sets Handled Teas.	65 15 60
4 sets Handled Coffee.	76 3 04
Crates	2 50

## No. 101 Hobnail Tumbler.

One Box Containing	
1 1/2 doz. No. 101, Canary Tumblers.	4 20
1 1/2 " " " "	4 20
1 1/2 " " " "	4 20
Total, 6 doz. @ 70.	4 20
Box.....	35

\$4 55

## Plain Table Tumblers.

One Barrel Containing 18 dozen	
ASSORTED COMMON TUMBLERS.	
4 doz. Plain 1/2 pint.	5 40
4 doz. " " " " star bottom.	5 40
4 doz. Star " " " "	5 40
3 doz. Fluted " " " "	5 40
3 doz. Panel " " " "	5 40
18 doz. @ 30c per doz.	5 40
Bbl.....	35

## Half Gallon Water Pitchers.

## Half Gallon Water Pitchers.

## 25 CENT BARGAINS.

"Empire," 1 1/2 doz. in bbl. per doz. 1 95

"Patience," Assorted, 1 doz. in bbl. per doz. 2 25

"Owl," Assorted, 1 doz. in bbl. per doz. 2 00

## New Glassware for Spring Trade

The "No. 100 Lace" Pattern.

## Most Graceful and Stylish Shape in America.

Sets, Blue Amber or Canary..... each 80

Sets, Crystal..... each 85

Sauce Plates, any color..... doz. 80

Salters, 10 in., any color..... doz. 65

Individual Butters, assorted colors..... 45

Covered Sauce Bowls, any color..... 6 00

Crystal..... 5 00

ILLUSTRATIONS MAILED.



## TABLE SET Of 9-D Pattern.

## Extra Heavy Flint Glass.

## ASSORTED CASK NO. 9-D WARE.

1/2 doz. 9-D Sets.	3 75	1 87
1/2 doz. 9-D Celeries.	1 40	46
1/2 doz. 9-D Pitchers, half gallon.	2 25	75
3 doz. 9-D Comports, 4 in.	30	60
2 doz. 9-D Tumblers.	50	1 00
2 doz. 9-D Goblets.	48	96
1 doz. 9-D Comports, 8 in.	1 40	35
1 doz. 9-D Salver, 9 in.	2 25	56
1 doz. 9-D Salver, 10 in.	2 75	69
1 doz. 9-D Pickles.	45	23
1 doz. 9-D Oval Berry, 8 in.	60	15
1 doz. 9-D Oval Berry, 9 in.	80	20
1 doz. 9-D Bread Plates.	1 50	38

Package..... 8 20

Less 10 per cent. on \$8 20..... 8 58

## Five and Ten Cent

## Colored Table Glassware.

New Packages for 1886, superior to any goods now sold.

Illustrations of all lines of new glassware will be forwarded on request and we would be pleased to have the trade call and examine our new goods in person when in the city.

Our Great Specialty of

## Bargain Counter Goods.

Suitable for all lines, that may be retailed at the popular prices of 5c, 10c and 25c, continues in favor with the trade, and is a help to every merchant who uses it.



## MASON'S PORCELAIN CAP

## Fruit Jars.

Rock Bottom Prices Guaranteed.



## The "Lightning" Self-Sealing, Patent Top Fruit Jar.

Increasing in favor every year.

## Who Made the First Barrel?

From the Scientific American.

Few inventions have had a wider or more varied usefulness than the barrel; few give such promise of perpetuity. Unique in principle, simple, yet singularly perfect in plan and structure, the barrel is little less than a stroke of genius. Who set up the first one? Who first conceived the happy thought of making a vessel tight and strong out of strips of wood bound together with hoops? And when and where did he live?

No history of inventions; none of the encyclopedias in our great libraries; no historian of human progress, so far as we know, gives any information on the subject, unless we accept the Roman author, Pliny, who mistakenly attributes the invention to the Gauls, who inhabited the banks of the Po. We say mistakenly, since there is the best of good reason for believing that the barrel was in use long before the Gauls took possession of their Italian home, perhaps long before the Gauls existed as a people.

The monuments of Egypt furnish proof of the early use of hooped vessels, though no date is given for their invention. In one of the inscriptions copied by Wilkinson may be seen two slaves emptying grain from a wooden vessel made with hoops, while a scribe keeps tally, and a sweeper stands by with a broom to sweep up the scattered kernels. Close by an unfortunate is undergoing punishment by bastinado for short measure, perhaps, or, as Mr. Wilkinson suggests, for petty theft. The measure is barrel-shaped, and precisely like the *kayl* of modern Egypt. It would hold, apparently, about a peck. Unfortunately, the age of this inscription is not indicated. Measures of that sort would seem to have been in common use very early in Egypt, though not for the storing of liquids, for which purpose skin and earthen vessels were employed.

At first thought, Egypt would be the last place to look for the invention of hooped vessels, its arid climate making it specially unsuited for their employment. Possibly, however, that may have been the compelling cause of their invention.

Throughout the East the bamboo is largely used for making hollow vessels, a section of the stem through a node securing a solid bottom, and one between the nodes an open mouth for a natural tub or bucket. In well wooded regions nothing would be more natural than the employment of hollow tree trunks for the same purpose, or sections of tree stems hollowed out by fire or otherwise. In drying, such vessels would split and spoil, and it would require no great genius to repair them by means of withes or wooden bands, the primitive form of the hoops. If the users of such natural barrels should migrate to a more barren region where timber was scarcer, economy of lumber would

be likely to suggest the building of barrels from pieces artificially split, in short, the use of staves, by means of which the primitive cooper would be able to make several barrels out of a block that would suffice for a single dug-out.

But this is speculation merely. It is enough to know that the cooper's art, like the potter's, is one of extreme antiquity. We had no suspicion of its age until we undertook to tell who made the first one.

## Points for Retailers.

Kind words are bright flowers of earthly existence. Use them, and especially in your business life.

Those who believe that the world owes them a living don't stop to consider how many bad debts the old globe has to shoulder.

The old proverb, "Where there's a will there's a way," should oftentimes read, "When there's a bill to pay you are away."

Live and act to-day; he who spends one-half of his time in enjoying his to-morrows will spend the other half in regretting his yesterdays.

It is with narrow-souled merchants as with narrow-necked bottles, the less they have in them the more noise they make in pouring out.

Some merchants are always trying to begin at the top, unmindful of the fact that it is all folly to shingle the house until after the cellar has been dug.

Borrowing is a bad thing at best, but "borrowing trouble" is probably the most foolish investment of "foreign capital" that a business man can make.

Some merchants often save at the wrong place, while others look after small savings and forget greater things. Both are penny wise and pound foolish.

Progress of the best kind is comparatively slow. Great results cannot be achieved at once. To know how to work and to wait are the great secrets of success.

"Strike while the iron is hot" oftentimes finds illustration in the fact that a good many clerks and salesmen work best when the eye of their employer is on them.

"The truth always pays in the end" is an old saying, and probably that is the reason why there is so little of it told at the beginning of most business transactions.

If you are making money give part of it away—and give generously and nobly. There are enough who need it. Extend your charities according to your prosperity.

Men of business are accustomed to quote the maxim that "time is money;" but it is more; the proper improvement of it is self-culture, self-improvement and growth of character.

There is a class of narrow-minded merchants who never get rich for want of courage. Their understanding is that of the halting, balancing kind, which gives a man just enough light to see difficulties and start doubts, but not enough to surmount the one or remove the other.

## E. FALLAS, Wholesale & Commission--Butter & Eggs a Specialty.

Choice Butter always on hand. All Orders receive Prompt and Careful Attention. CORRESPONDENCE SOLICITED.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.

97 and 99 Canal Street, Grand Rapids, Michigan.

## PERKINS & HESS, DEALERS IN

## Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

## O. W. BLAIN & CO., Produce Commission Merchants,

Foreign and Domestic Fruits, Southern Vegetables, Etc.

We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST.

## W. T. LONG, WHOLESALE DEALER IN

## Butter, Eggs, Pop Corn,

Green and Dried Fruits, POP CORN A SPECIALTY.

Write me for prices. W. T. LONG, VICKSBURG, MICH.

**STODDARD CREAMERIES.**

STODDARD'S Creamery & Refrigerator Cabinet Creamery, 5,000 Have No Equal on the market. Adapted to large & small dairies, families, factories, the cream-separating system, hotels, etc. Used with and without ice. The "Stoddard" has patent skimming attachment. Cream drawn off the milk, no possibility of sediment drawn with it. Milk or cream drawn at any time. Has thick walls and double air space. Has a Perfect Refrigerator.

**STODDARD CHURN**

THE BEST! Made of white oak, without floats or dashers. NINE SIZES, for Family and Factory.

**MORE'S PYRAMIDAL STRAINER**

Cleans milk perfectly, and does not clog, because milk flows on point of strainer. Butter Workers, Bakers, Printers, Dye Houses and Tanners.

**MOSELEY & STODDARD Mfg Co. Piquette, Vt.**

JOHN PRESTON, State Agent, Grand Rapids, Mich.

## J. T. BELL & CO.,

## Saginaw Valley Fruit House

## And COMMISSION MERCHANTS,

Dealers in all kinds Country Produce & Foreign Fruits.

Reference: Bank of East Saginaw. East Saginaw, Mich.

CONSIGNMENTS SOLICITED.

## Heavenrich Bros.

## WHOLESALE CLOTHIERS,

MANUFACTURERS OF PERFECT FITTING

## Tailor Made Clothing,

AT LOWEST PRICES.

Mail Orders sent in care L. W. ATKINS will receive Prompt Attention.

138 and 140 Jefferson Ave. and 34 and 36 Woodbridge St., DETROIT.

## GOOD FOR ONE DOLLAR

TO ONE FIRST DEALER IN EVERY TOWN. THIS ADVERTISEMENT, IF CUT OUT AND SENT TO US WITHIN THE NEXT THIRTY DAYS, WITH AN ORDER FOR 500 OF "WARREN'S GRIP" CIGARS, (PRICE \$35 PER M, DELIVERED), IS GOOD FOR ONE YEAR'S SUBSCRIPTION TO THIS PAPER, "THE MICHIGAN TRADER." WE SELL THIS CIGAR TO BUT ONE DEALER IN A PLACE. SO SECURE THIS PAPER FOR ONE YEAR FREE, AND THE AGENCY FOR THE BEST-SELLING 5 CENT CIGAR ON THE MARKET BEFORE YOU ARE TOO LATE.

## GEO. T. WARREN & CO., Flint, Mich.

FEBRUARY 1ST, 1886.

## FULLER & STOWE COMPANY,

## Designers

## Engravers and Printers

Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits, Autographs, Etc., on Short Notice.

Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.

Address as above

49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

**HALF A MILLION GARDENS**

ARE ANNUALLY SUPPLIED WITH

**SEEDS** *Peter Henderson's* **PLANTS**

Our Seed Warehouses, the largest in New York, are fitted up with every appliance for the prompt and careful filling of orders.

Our Green-house Establishment at Jersey City is the most extensive in America. Annual Sales, 2 1/2 Million Plants.

Our Catalogue for 1886, of 140 pages, containing colored plates, descriptions and illustrations of the NEWEST, BEST and RAREST SEEDS and PLANTS, will be mailed on receipt of 6 cts. (in stamps) to cover postage.

**PETER HENDERSON & CO. 35 & 37 Cortlandt St., NEW YORK.**